

The More You GIVE, The More You RECEIVE!

*Discover the Laws of the
Universe directing your
life, and recognize
the extraordinary
power of giving
on the way to
abundance.*



Robert Goreta

OSEBNA RAST
Zviženje je igra srca.

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I am grateful for all the
blessings I have and all the
blessings I receive.

Robert Goreta

Dedication space

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FOREWORD

Robert is explaining the Laws of Life. He shows us what we have to do, how to think to be more successful and happier in life. Everyone will find something for themselves in this book. Maybe you will doubt some part of it, but it doesn't matter. Take from it what you like, read and think!

With strong will and faith in your success a lot can be done. Robert is living proof of the fact that everyone can achieve what they set out to do. He is talking mostly from experience. This book will make you think. You might even decide that you too can do everything you want.

The book's title is excellent. And it is undisputedly true!

I deal with sales and marketing a lot. In the field of marketing it is also - and especially - true that the more you give, the more you get back in the end. Investing in potential clients pays off. Whatever you are selling, it always pays to give more to the clients. Even to those that never buy anything from you! And it always pays to do your best for each client, just as if they were your mother. Sooner or later, you will be rewarded for your kindness and unselfishness.

However, the title *The More You Give, The More You Receive!* only works under one condition: You have to give unconditionally. The fact that you're holding Robert's book in your hands is a good sign. I know you believe in knowledge, I know you believe in learning, and I know you want to live a full life. Robert's story and his thoughts will be of great help!

Enough of the foreword! Turn the page and discover the Laws of Life guiding your life! Good luck on your journey!

Aleš Lisac,

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INTRODUCTION TO ... LIFE!

The life we are living is a string of lessons, teachings, wisdoms, realizations, rises and falls. We feel that the pulse of life is like the death train in an amusement park. First, a long, slow climb, then a dizzying decline, and when we are at the lowest point, slowly up again, to the next hill-top, from where we descend into the deep again. We make a looping or two on the way, but then we safely reach our goal.

It is the same with our lives, when we are faced with different challenges, tests, victories and defeats. At times we are on top of the world, we feel like we own it; other times we fall into a pit of despair, sadness, tears. Life is a game, laughter, delight, despair, happiness, success, money, joy, death, birth, abundance... Life in its fullness comes in 1000 different ways. What would life be like without rises and falls? Would we even enjoy it?

Let's learn to enjoy this path, the path of realizations that our life has intended for us. Let's not let the meaning of our life to be a chase for certain goals and achievements. Instead, let's learn to enjoy every moment we have; when we feel like taking a break and just smelling the flowers on the way - to stop without feeling guilty and enjoy the beauty around us.

Life teaches us that the most valuable thing, the thing with real value, is coming from ourselves, from our experiences, our realizations and our life. What may be true for one person, may be complete nonsense for the other one, for his path is only his own, and ours is ours. To follow one's heart, one's inner guide, is hard, but if you take time and just sit in silence for a minute and really listen to yourself, you will find answers to many questions bothering you.

This book differs from my previous two (*Where There's a Will, There's a Way* and *Diamond of Life*) mostly in that it was written completely on the

basis of my own experiences, events and stories. You will not find long quotations in it, only what I have learned myself in the three decades of my existence in this dimension.

The language of this book is simple and easy to understand, because I wanted it to be suitable for everyone. During reading, try to take a few minutes every now and then and think about what you have read. Evaluate it, chew on it, analyze the contents of each chapter, and then observe the reflections of the described realizations in your own life.

There are some parts of the book that you will completely agree with; others will leave you in doubt, because your experiences won't be the same as mine. Never mind, that is completely normal. My life is not your life and your life is not mine. Every word in this book, from the beginning to the end, is filled with vibrations of gratitude, trust, love, giving and receiving.

I'm not describing my life story here; I have done that extensively in my first two books. If you want to learn more about it you can get my books *Where There's a Will, There's a Way* and *Diamond of Life*.

I have a degree in Economics, which has also reflected in my life in the past years, because Economics as a science teaches one that every single thing in life is limited - everything from production factors to labour force and money. All in all, this science holds that the universe, our life and our work are limited by certain forces and factors. Imagine that! The limitless life is supposed to be limited!

I will not get into details of the Economics here. Those who study, have studied, or will study it are familiar with them. It is a really wonderful science, but it doesn't deal with the basic laws of nature and the universe, which are the subject of this book with the interesting title – *The More You Give, The More You Receive!*

From the point of view of Economics, this title is totally illogical. Never mind, in the following chapters I will explain step by step why the title is as it is, what we can learn from it, and how to use it in our lives. Especially the latter, its use, is the tricky part; reading the book is easy (I assume you know how to read), applying its lessons and advice in practice is much harder.

Every one of us is a unique and extraordinary personality, not one person on the world has an identical double. I hope you are aware of your infinite gifts and abilities Life has given you! I'm sure you will have more trust in yourself and your immense abilities after reading this book, and will learn to act in accordance with yourself, to listen to your intuition, which always leads you to the right path onward.

If everybody knew how plentiful the gifts of life can be, if one only believes in oneself, our living together would be a lot easier, for we would all help each other - emotionally and materially. The world we live in is mostly still oriented towards material goods, but this is changing slowly, step by step, and we are starting to acknowledge our spiritual greatness.

Each one of us deserves the best, the noblest, the most precious, all in all - the most of everything life has to offer. We often have doubts for one reason or another, whether we deserve it, whether we are worth it. And since we think and act that way, the limitless intelligence, the universe, elemental force, God... give us just that what we (sub)consciously think we deserve.

After you have read this book and really acknowledged and internalized its lessons, you will start living the way you want - with no limitations - and life's gifts will also be infinite. Earlier I didn't believe I deserve the best either, and as long as my actions were coming from doubt, the energy of not having enough, life kept testing me and teaching me hard lessons. Once

I have changed my way of thinking, my inner orientation, and through that my energy, the abundance of all things good was within my reach. I wish the same to happen to you!

Walk your path, be grateful, trust life, and miracles will happen, miracles you couldn't have even dreamt about. Give as much as you can, and you will receive even more!

MAY YOU BE ACCOMPANIED BY LOVE AND ABUNDANCE!

Robert Goreta

Chapter 1

**WE ARE ALL CHILDREN
OF THE UNIVERSE**



THE WORLD IS NOT WHAT WE THINK IT IS

Every one of us, living and working on this wonderful and unique planet (do we even realize what we have?), is a child of the universe, whether we know it or not, willingly or not. It is, has been, and always will be so. Maybe some of the readers will have a hard time understanding what I'm trying to say, but I'm sure it will be clearer and easier to comprehend it after you have read this book.

The world surrounding us is pure energy and we (planets, stars, people, animals, rivers, lakes etc) are literally swimming in a kind of energy soup. Everything we see, hear, touch, as well as everything invisible to our senses - it is all energy or vibrations. As are our feelings and actions. When we talk to someone, it is about energy, when we make love to our partner, it is the same. The energy is flowing through us, it is inside and around us.

People are first of all spiritual and energetic beings, the physical aspect is secondary. We have come to this planet as spiritual beings, searching for the human experience to express ourselves, and to express God and the universe we are a part of. Even though there are thousands of kilometres between us, we are all connected by an invisible thread, connecting us through our superconscious (collective subconscious, collective unconscious). Or, to put it another way - we are all connected with the zero-point field.

The world is not what we think it is! You don't believe me? For decades, we have had the possibility of using free energy, but it has been kept away from us, regular mortals. *Nikola Tesla* invented a car with amazing running ability and only one big mistake - it needed no fuel to run, which was a thorn in the side of the gas lobby, therefore they have disabled such technology to develop, or, to put it another way - kept it to themselves.

Reading this, you might think I'm a bit silly, but if you investigate a little on the Internet, you will find sufficient evidence of the fact that there have been plenty new technological innovations in the world. However, "secret organizations" under the wing of different governments are very successful at manipulating people, lying to our faces, adapting the truth, hiding facts, and a lot worse.

As I learned about the information mentioned earlier, I was revolted, astounded, mad, angered. I was asking myself how God could let things like this happen. I was confused for quite a while, and didn't know which way to turn, how to continue on the path I have been on since getting my degree. I have read a number of books on the subject, talked to many people, and visited numerous foreign web pages that contained accurate information that most people just don't know.

WE ALWAYS HAVE THE POSSIBILITY OF A CHOICE

At that point I felt I had two possibilities; to keep being angry, disguised... or simply to take the best (for me and for others) from all the information I found. I have combined all the lessons I have learned from that into the following 7 points:

1. Take care of yourself and don't get upset over world events.
2. Do good to yourself and others.
3. Spread positive energy and light among people.
4. Don't trust the State or the politicians - trust yourself.
5. Lend help and inspiration to a person in need.
6. Give what you can and divide as much as you can afford.
7. Respect the Laws of Nature and the Universe.

After writing down these 7 points, my sky became much clearer. There was a light at the end of the tunnel, and I started realizing that I can not possess anything on this planet, I can only give everything. The more I was becoming unselfish about sharing, helping, and comforting, the more good things started coming back to me. There are no coincidences in our lives and I'm glad I came to these important realizations at the young age of thirty.

When we start thinking positively, we are able to see positive sides of negative experiences, see the proverbial silver lining, and we start living a fuller, more joyful and love-filled life. As long as you have your hopes, dreams and meaning, there isn't a thing you can't achieve. It is true, you can physically kill a person and their body is dead, but the soul, our invisible part, lives on, and is, in time, reincarnated according to experiences we want in the next life.

That is why I'm saying that we are spiritual beings looking for a human experience. There is so many evidence, case studies and books on afterlife, soul-travelling and similar activity, it is hard to believe all this researchers are wrong. Official science has yet to acknowledge the existence of the soul, but there are more and more scientists who simply know that the soul, though not visible in this dimension and on our vibration, does exist. But is it really invisible?

OUR INVISIBLE PART

Educated healers, who learn how to heal by traditional methods, have also the ability to see our aura, which is invisible for the most of the people. But even though there is something that is invisible for our senses, that doesn't mean that it doesn't exist. When we use a really precise microscope, we can see many things invisible to our naked eye. Similar is the situation with our

aura. With the help of *Kirlian's photography*, we can see human chakras as well as the aura.

Years ago I myself had my aura photographed and when the man, who took the photographs, started to explain the picture of my aura, I couldn't help but to be amazed by the accuracy of the information he told me, even though I hadn't told him anything about myself beforehand. What I found out from the photograph surprised me a little as well, but at the same time it gave me the answer that the world that surrounds us is much more than what we can perceive with our five senses.

Today, we live in a material world, because the most valuable are the things that we possess, have, use, carry, where we live and what we drive. This is a fact that we definitely can't ignore, because if we want to survive without being in want of something and having to deal with poverty, we have to learn to live as spiritual beings in a material world.

In this moment, money is still indispensable and absolutely necessary for survival, functioning, creating, having fun etc, practically for all activities of our everyday life. On a spiritual level, on which the humankind is right now, it is impossible to expect to cancel it. This would be a foolish thing to do and wouldn't accomplish anything.

I found out about an interesting example that if we disinherited all people in the world and distributed the wealth fairly and equally among the people, the result would be the same in about a year or two – the poor would be poor again and the rich would be rich again. Why is that?

The one who is poor, unhappy and impoverished is without tools and knowledge to use to make money and ensure one's well-being. The most that we can do for someone is not giving him money to help him out of poverty but giving him spiritual tools, knowledge and principals, according

to which he will act and gain that what he wants. And this is exactly what we will talk about more in this book, when we will present the principles of getting rich, achieving goals and creating one's own happiness.

When we draw a line under all what I have just told you, one asks oneself if it is even possible to have a righteous life, getting rich fairly, help another human being etc, while being surrounded by all that is happening in the world, and what we hear and see in the media. Or in other words: Is the universe kind to us? I will reveal some of the answers to this important question in continuation.

IS THE UNIVERSE KIND TO US?

As soon as we become aware of the grandness and incredible communicative power of this question, we are faced with the whole new horizon, new thinking about life, work, love, friendship, God and even the universe. At then we realize that the universe is in essence a very kind place for us if, of course, we are capable of having so much trust into the positive forces of the universe that we can see the good in the bad as well.

For a moment, let's take a more detailed look at the following question: "Is the universe kind to me?" What is your answer? What are your feelings when you ask yourself that? What kind of thoughts, feelings, flashes and ideas come to your mind when you hear or read this question? Think for yourself about your responses to the question, because they will tell you many things about you and why you react as you do and not the other way.

Our planet is a wonderful place. Let's just look around ourselves to see what it has been giving to us for years and years, for hundreds of years if not several millions. We have sunlight that provides us with energy, air that we can breathe and fill with it every little corner of our body, water and many

other things. All this is part of our kind universe. Stone, earth, river, sea, tree, plants, animals... We all live in harmony with the universe, which continuously supports us on our path.

Of course we sometimes feel that this is not true and seek the reasons for it - Why is this happening to us? Why is God (The Universe) so unkind? Despite all of this – in the darkest hour, when we are at the bottom, when we can't and aren't able to fight against anything, be it hunger, disease, bad relationships, poverty, shortcoming – what do we think about then? Who do we ask for help, beg and yell "Help me!" like a thirsty man in the desert!? Who is this, this force that we turn to?

Most of us know it by the name of God, others aren't that religious and instead use the word primitive force, universe, space, energy... There are countless expressions and yet we all think on the same thing, even though *it* sometimes can't be described in words – we have to sense it and feel it in ourselves.

I remember the moment when I was on an enlightenment intensive and answering to a koan: "Who is God?" Thousand and one thought came to my mind as the answer to this question – nature, love, relationships, happiness, universe, eagle, house, grass etc, but in the intensive's key moment I felt the force of the universe, the force of God, so inconceivable that I had no more doubts and questions - I simply knew and was aware of who God was.

Right then I had, I realized and I understood the answer to the question: Is the universe (God) kind to me? The answer was unambiguous - YES! The universe is kind to me! God is kind to me! Nature is kind to me! But my realization that the universe is kind to me, doesn't help you in any way. Why? Because it is my realization, my inner decision, my activity and my attitude. As soon as you yourself come to this realization, with your own

experiences and trials, you will be able to begin to live in this energy – the energy of trust into the creative forces of the universe.

Every thought and realization that you will read in this book is mine and only mine. I'm not an egotist, I'm not possessive and I don't claim what I write in the book. I believe and know that every reader will find a small piece of useful wisdom, experience and ideas for himself, for his life, his functioning and his happiness. What I want to tell you here is that you have to realize all what I write about by yourself, based on your own life experiences.

There were moments when I was truly angry on the universe and God, as if to wonder why is it/He leaving me in this situation and why doesn't it/He help me. It was hard, difficult, sad... but what is most interesting is that in these moments of "misfortune" I learnt more about myself and my life, my acting and reacting, than in all the moments when I was, in my opinion, at the peak of my powers and success.

Yes, the universe is kind to me as is to you. If I'm even more precise, it is kind to every one of us, because it supports us on our life's path, we just have to recognize the teachings that we receive this way. Now, between the reading take a short break of 5 or 10 minutes, and close your eyes and go back to the past situations, which made you think that the universe was kind to you.

Every one of us has this kind of experience, even though you may not be aware of it or recognize it at the moment. I leave you to your experiences and in the moments when you are sad, unhappy, ill, miserable, remember the time when the universe was kind to you. After this short exercise, you will start to feel better, you will become overcome with positive energy and in your heart you will feel joy and trust.

WE ARE ALL CONNECTED BY AN INVISIBLE THREAD

The scientists or better to say the quantum physicists have been discovering in the last thirty years the facts that we already know from the Bible and the records from Vedas for thousands of years. In short, contemporary quantum physics hasn't been discovering anything shockingly new on a subatomic level, at least not for those, who know the ancient records.

I won't list the examples from the literature, which prove that we are all one and connected with each other, but I will list some of my own experiences, which undoubtedly prove our invisible connection.

The most frequently, I see the connection when I and my girlfriend send each other a text message over the mobile phone almost at the same time. Sometimes it happens in a different way – either I or she thinks about me or I of her, who then calls precisely at that moment, or a few seconds before the call we get the feeling that our beloved will call us.

I had quite a few intensive experiences in my business dealings when I was checking the list of overdue payments. The moment I saw the first and the last name of a particular person, who hasn't paid me yet, I sent him in my mind a message of abundance and that he is getting more money. Interestingly, what kind of miracles started to happen! The payments were coming one after another and from the people that I thought of and wished them to have enough money to pay off their overdue payments.

The creative thought worked inversely as well – if I thought that there will be some kind of difficulties with the payments or that a certain person won't pay, that was exactly what happened – no payment! How creative are our thoughts! We have to be careful what we think about in a certain moment and what kind of energy we emit outwards!

Humans are beings of energy, who emit a certain vibration or energy. Each and every one of us has his or her own "frequency" and precisely because of this "frequency", the people, who are similar to us, come into our lives. This as well speaks in favour to the fact that we all are connected by an invisible thread and that nothing in our life is "coincidental", meaning that nothing happens for no reason and by itself. There are always certain reasons, whether we know them or not.

The more intensive, emotional and directed are our thoughts, the more powerful they are to affect not only our life but the lives of others, too. You must have heard of the terms "the collective subconscious", "the collective unconscious", or "the superconscious". What do all these terms mean?

In the unconscious, superconscious, or as some people call it – the "Akasha", are stored all experiences of the humankind from the beginning to today. Simply put, every individual is connected to the energy of the "collective subconscious". Believe it or not, most of the people want to be guided and have a leader, who will set a direction for them to follow. The more someone is emotionally unstable, the easier it is to lead them, to make suggestions and to "transform" them as we wish.

Some "older" men like to look at younger women precisely because of this reason. Namely, they don't have a fully formed personality yet and so the men can transform them by using their strong suggestions any way they desire. Thinking about it, I just remembered one of my colleagues, who told me exactly that – how super cool it was to have a girlfriend younger than him (he was 25 years old then), because you could "shape" younger women as you wanted. Of course, my colleague didn't mention the partnership that includes love, honesty and understanding, as well as receiving, since this wasn't of main importance.

This kind of "shaping" using suggestions and the unconscious is present in numerous families, when the parents put all their hopes, desires and expectations into their sons and daughters. What they failed to accomplish their children won't is a belief of many parents, but how the children accept and experience this "mental coercion" is another story. As I said before, there are no coincidences and when we look at any situation from the soul's level, we realize that everything is perfect.

Since forever, we have needed leaders to lead us and tell us what is right for us. During socialism, thinking with our own mind could have been fatal for our life. If we had a different opinion and if someone found out about it, we could have landed in the jail for no particular reason. Being different wasn't modern in those times, because the slogan was: "All the same, all equal!"

When we became a democratic society in the beginning of the 1990s, all had changed and we started to think with our own mind, even though we had big problems in the beginning. Namely, if you think and act in the same way for several decades, it is hard to change your habits overnight and become "different", unique, and capable of expressing your own thoughts and have freedom of speech.

However, even in democracy all isn't as wonderful as it seems. Here, too, things happen, which have nothing at all to do with diversity, freedom and love. And in the next chapter I will discuss precisely this – that we shouldn't be judgemental.

LET US NOT JUDGE, SO THAT WE WON'T BE JUDGED!

In modern information society, information became a real weapon and the media (TV, radio, Internet, newspapers, magazines etc) bombard us with countless pieces of information, which are in most cases negative, full of

violence, fear, distress, and suffering. All this information "fills" our subconscious and even though we are not aware of it, we only harm ourselves by that.

Do you want an example? Well, let's count some of the more known events of the last period: the Gulf War, the war in Iraq and Afghanistan, attack on the WTC on September 11, 2001, the Balkans War, the war in Liberia, numerous local wars in Africa and Asia, "the accident" of Princess Diana, attack on London's metro train system...

The media bombard us with such a dosage of negativity as never before. The talks on the street, in restaurants, coffee shops, bars, not to mention our home, are all about the war on terrorism, fear, attacks, diseases...

The newspapers compete with each other, which one will have the most high-flown title that will stand out from the average. What we will do for the bigger number of copies printed! Well, the media even make a big fuss when a celebrity shows part of her breasts by accident and already we can see it on the tabloid's front page.

Wherever we look, we are bombarded with negative news and scandals, and then we wonder why doctors are prescribing more and more sedatives, why there is so much stress and how come that there are so many lonely people. The answer lies right in front of us – there is a lack of love, self-acceptance and communication between the people. Oh, love, where are you, so that you can save the world?!

Some of the best advice I have ever read in a book was in the book *The Science of Getting Rich* by Wallace D. Wattles. In this little book the author recommends, among other things, that you don't read newspapers anymore. Hallelujah, how intelligent of this man to say this despite his being dead for over 90 years! And still he was aware of something

incredibly important, namely, that the thing that we pay the most attention to grows.

If we pay attention to violence, it will grow; if we pay attention to poverty, it will grow; if we pay attention to sickness, it will grow; if we pay attention to love, it will grow; if we pay attention to peace, it will grow; if we pay attention to abundance, it will grow etc, etc. I could continue the list indefinitely, however, I think that by now we all get the heart of the story - what we plant in our mind grows. The world is simple, isn't it?

As we know, everything in our lives is energy; the same is with our thoughts and words. When we read negative news in the media or hear about it from our friend, we immediately shoot the poisonous arrows of words against the attackers and condemn them. Which "inappropriate" words we use, I rather won't tell, as well as how our face turns red and adrenaline levels rise sky-high.

By reacting this way (usually we don't know how to react any differently but like this), we give the violence even more chances for its existence, since we are all connected to the energy of the collective unconscious, which that way gains additional potential on the "thermometer for the critical mass of violence", while the "thermometer for the critical mass of love" loses a few degrees.

We (co)create our reality and our world with our thoughts, words and actions, so the next time you read something like this in a newspaper, don't waste any thought and emotional energy for it. "What should I do?" you will ask yourself. Should I be indifferent to distress, war, hunger, and misery? I'm not saying that you should be indifferent but that you should do what the man, who walked the Earth 2000 years ago, known as *the Master*, already did.

The Master taught us: "Judge not, that you won't be judged", "Love your neighbour as you love yourself." Let us learn from his words, his rich spiritual legacy, and from now on simply "bless with love" every similar negative situation from the media. Let's bless, bless, and bless again because by doing so we direct our thought energy into the good, into love, abundance and happiness. Only this way, there will be less violence and more love every day.

THE WORLD'S SPIRITUAL PROGRESS DEPENDS ON US

When we think, speak, and act positively, we are sending the energy of light, love and gratitude into the universe, which overflows the whole of it, every single little corner of it. Even though we think that we are pretty evolved, I think that a random alien visitor of our planet would think of us as very primitive, because we have been fighting and destroying each other on Earth forever.

What could the humankind show a visitor of our planet, who would be visiting us every 100 years? Can the humankind as a whole show such a visitor any important progress from 1905 to 2005 in the field of interhuman relations, love, acceptance of being different?

Sometimes I feel that we have mostly made only huge technological progress and that we haven't made such a progress on a spiritual level as well. Just the information that there are so many nuclear weapons in the world that we could blow up the whole planet tells us how much the humankind progressed spiritually.

Are we capable to give ourselves to trust and love instead of fear and doubts? Because of our fears, we have different kinds of terrible weapons; namely, we are afraid of being attacked by another human being or nation.

Only when we will have trust and love for another human being and nation in our heart, will peace become our most powerful weapon.

Before further reading, take a short break. Because we are all part of the universe and literally its children (of which we are aware too little), think or better yet write down how we could help make our world kinder by accepting the attitude *The More You Give, The More You Receive!*. In each and every one of us there is a piece of good and positive, in each and every one of us, there is light and love shining from us. We are worth having abundance, happiness, and love, but to truly feel it, it is necessary that we learn how to give it all first.

Chapter 2

**OUR INNER ORIENTATION
IS THE KEY TO SUCCESS**



ONCE WE ACCEPT OURSELVES, MIRACLES START TO HAPPEN

One of the biggest "diseases" of our time is not accepting oneself. As motivational coach I found out that not accepting oneself, one's body, is the key component, which divides the happy people from the unhappy ones. Why do I refer to this as something that divides instead of pointing out that this is the difference between the successful and the unsuccessful, the rich and the poor?

First, we have to define what success represents to us? The first answer, which comes to our mind, is that we identify success with material wealth and with how much money, real estate and other material goods a person has. In short, to be rich means to be successful. But is this really the case?

Many people with material wealth lack spiritual wealth and love for themselves. There are cases when people are extremely rich and successful, but despite all this material abundance, they are still unhappy and feel like they are missing something. They look for the "missing piece of happiness" in excessive drinking, having too much sex, not to mention seeking consolation in all kinds of soft and hard drugs' abuse.

Irrespective of how much we possess or how many material goods we have, the key is that we accept ourselves as we are, that we start respecting our body, loving it and taking care of it. Loving oneself is one of the most difficult things in our life. Giving love to the ones closest to us, to our partner, children, and even our pet is easier than giving love to oneself – it can be quite a tough cookie.

Many of you may think that I have always accepted myself as I am. This is far from the truth. In the past, especially when I was in primary and secondary school, I was overly concerned with my being deaf and considered myself good for nothing.

I believed that since I can't communicate with others as they do, I wasn't worthy of love and respect. I haven't seen anything positive in my hearing difficulties and I had no self-esteem at all. When it was possible, I hid my hearing aid before other people by having long hair, which covered it, and so the others couldn't see it.

The most important to me was the opinion that others created of me. What would they think if they saw my hearing aid? How will they treat me? Will they love me? Appreciate me?

Due to my low self-image and weak self-esteem I didn't communicate with others a lot, and when I was in the company of others, I didn't dare to clearly and openly speak my mind. This lasted from when I was 7 years old and till I finished my university studies at the age of 24. What happened after the age of 24 that was so dramatic that completely changed my view of myself?

All who have read my first two books know that after I finished my studies, I had big problems with my hearing and was admitted to the hospital for 14 days and that I returned home completely deaf. In those difficult times, when I was living in the world of silence, I could communicate only by lip reading.

The first important decision I made after being released from the hospital was to cut my hair really short, so that my hearing aid could be visible. From then on, I couldn't care less what other people think about me when they see my hearing aid.

Later I started doing various bioenergy exercises, affirmations, relaxation and acupuncture and, according to the doctors, I achieved the impossible – my hearing improved. Despite doctors' expectations, I can hear, and I believe that my hearing will improve in the future as well. I don't know how

or in what way I will be able to do it but I feel and know that somewhere there is a solution, even though I can't see it at the moment.

Obviously, I had to hit rock bottom with my health, specially with my hearing, to be able to comprehend, how extremely important it was what I thought about myself, my body, and that I had to love myself and accept every moment of my life. Every now and then I still think as I used to but when I focus on my advantages and gifts, all my fears disappear and I'm overflowed with positive energy and love.

When I started seeing myself in a different light in the winter of 1998, I realized that with my inner orientation I (co)create the reality of the outer world. I don't even dare to think which direction my life would have taken if all that had happened wouldn't have happened.

Perhaps I would still have too little self-confidence, low self-esteem and "hide" my hearing aid before other people. I'm sure that I wouldn't have undertaken the path of personal and spiritual growth so quickly and intensively, that I wouldn't have become a writer and a motivational coach, but I would be doing something entirely different, far from my purpose and mission.

OUR STARTING POINT IS HERE AND NOW

Let's put aside the wondering and guessing of what could or would have been and see things as they are here and now. In this moment and with the equipment given to us by God, we can do many things, which seem incomprehensible and unrealizable to most people.

The people, who wanted to send me to a special school at the age of 7, thought it impossible that this young boy could complete normal primary

school. Later, some secondary school teachers thought it impossible for me to successfully finish secondary school, yet I did.

Few years after finishing my studies at the Faculty of Economics, I was invited to begin teaching at my former secondary school and then my former class mistress told me an interesting story, which I didn't know till then.

To be accepted to the Secondary School of Economics, an entry exam in mathematics was required, which I successfully passed, however, some of the teachers there still had doubts if I would be able to follow the classes like others. My class mistress took a firm stand on my behalf and said the following to other teachers. "Why not give the boy a chance?"

Well, I certainly used the opportunity and completed the secondary school, and after that enrolled in the university and completed my studies there as well. Today, I'm still grateful from the bottom my heart to my former class mistress, who at that time trusted and believed in me.

There is no human being in the world, who at some point doesn't need encouraging and stimulating words. Sometimes even a warm word from a stranger is enough, who kindly greets us and smiles at us. People long for attention and want it, because they want to be seen, noticed, commended, seek words and actions of affirmation that what they do is the right way.

Based on the experience from personal counseling and numerous e-mails that I keep receiving, I determined that 80 % of the people don't want to be advised but listened to.

I had a case of a woman in her early 40s, who was about to divorce her husband, because she missed the warmth, understanding, talking and love

in their relationship. Almost for the entire counseling hour, she was the doing the talking and I just nodded or added something occasionally.

The woman only needed someone to listen to her, to understand her and she was willing to pay for it. In the last 15 minutes, I gave her some useful advice and before leaving after the counseling hour was over, she said that my advice was very helpful. And all I did was listened to her.

Listen to other people because they only want our attention. The less we talk about ourselves and the more we let others talk and encourage them with questions, the more they will love us. More than 80 years ago, *Dale Carnegie* realized that in his literary best-seller *How to Win Friends and Influence People?*, which is even today one of the best-selling books. If you would like to understand other people better, I truly recommend it, since it is written in a simple to understand language and is full of practical advice and wisdom.

Let's return to accepting oneself. Already in the previous chapter, I talked about how everything in the universe that surrounds us is pure energy and that we are beings of energy. Every one of us emits his or her own vibration, energy, which other people sense. If we are positive and optimistic, we attract the same kind of people into our life. The same goes the other way round – if we have a negative attitude towards others, the others will treat us in the same negative manner. *The More You Give, The More You Receive!* is true in the field of interpersonal relations as well.

LET US AWAKEN THE LOVE FOR OURSELF!

In the books for personal and spiritual growth, we often read how important it is that we awaken the love for ourself, accept ourself, love ourself and appreciate ourself. In my two previous books, I wrote the whole

chapter on self-image, because I think that all begins in us, in our inner orientation towards ourself and others.

"That which is above is like that which is below" says the law, attributed to *Hermes Trismegistus*. This law has been known since the Egyptian times, when *Hermes Trismegistus*, one of the builders of the famous Great Pyramid of Giza. The pyramids, which can be found all over the world, still hold in themselves one or two undiscovered wisdoms of life, and at the same time teach us about reciprocal cooperation between the universe and the man.

Since the ancient times, we know that the inside matches the outside, but we don't pay attention to it because we think that the key factors of success (failure) are not within but without us. What a mistake!

When we let the outside factors to direct us and not the other way around, we become slaves of our own misfortune, because we don't recognize the power within us, which we could use to solve our problems.

All is so simple – Love yourself and others shall love you! What you feel inside you shall get in the real world. It can't be the other way because the laws of the universe undoubtedly hold true for everything and everyone – for the animate and the inanimate world.

How do we awaken the love for ourself? The truth can hurt a lot but telling the truth to ourselves and facing it is exactly what gives us the strength for our personal progress at any level of our life. Already 2000 years ago, a wise man said: "Tell the truth and it shall set you free." But what exactly is the truth? It depends from which viewpoint we look and how do we see a certain situation. How do we see the "truth" about us and focus on the awakening of the love for ourself?

Remember the story about Snow White and the Seven Dwarves. What is the wicked witch telling the mirror? "Mirror, mirror on the wall, who is the most beautiful of us all?" The mirror tells the witch that she is beautiful but that Snow White is even more beautiful.

If we apply this to our own life, when we were just kids and our parents used to compare us with the neighbours' kids. They said for example: "Our Jane is such a good girl, but Mary is a real angel. She does the chores and has only A's in school, whereas Jane is lucky to get a C."

In our childhood, our parents unknowingly taught us that for some reason we weren't worth as much as the neighbours' kids or the children of our friends and colleagues. We were wondering what it was that we did wrong, what do others have that we don't, we became unhappy, sought attention and words of praise from our parents, yet despite our efforts we didn't get it.

Often we came home and with all enthusiasm announced that we got a B in mathematics and English, but all our hopes and dreams were buried by the words: "Try harder, so that the next time you will get an A."

Parents are hard to please! Not getting the desired praise, the first seeds of doubt were planted in us and our worthiness. We were seeking acceptance and praise but got exactly the opposite - doubt, fear, and distrust in our skills, because they didn't accept us as we were.

Even though we are now 30 or 50 years old and the time of school way behind us, we still deep within us subconsciously entertain the thought patterns that we are not worth enough.

WE ARE NOT OUR PAST!

All past thought patterns that we don't know how or don't want to change sooner or later show themselves in all their destructive power. We ask ourselves day after day why this is happening to us, and can't seem to find the way out of the magic circle of failure.

When we read an inspirational book, we are excited about life for a day or two, then gradually we are back where we were or even deeper. What now? What can we do, what can we change, so that our life will become different, happier, more joyful and fulfilling?

First, we have to be aware that we have to do away with our past. We have to start realizing that we are not our past and/or a misfortunate event from our youth. No, we are not that! We went through it, chewed over it and lived it out a long time ago. The milk already went down the funnel and nothing will get it out again. It is gone as are our painful past events and memories.

We begin to foster love for ourself the moment we are willing to release our energies from our past and past events. This means that we don't think about it anymore, we don't relive it, we don't discuss it with our friends and colleagues, all in all, we don't direct our thought and spiritual energy into the past but live here and now.

I know it is hard to break the ties with the past and the memories, grounded in our subconscious, but even this is possible. If we are burdened by a really painful past event, I suggest that in our mind we construct a new scenario of it. If we were beaten, if our dignity was trampled on, if we were mentally or even physically hurt, we have to change in our mind the course of the past event, shape it anew and come out winners.

When can we be certain that we have done away with the past? We will know that the day when we hear a remark, similar to the one that hurt us in the past, and react to it with humour, a roguish smile, without any kind of negative energy. We will hear it and immediately forget it, because we know that we are completely OK, nothing is wrong with us and are worthy of all the love in this world.

LET US TRUST IN OURSELVES AND DISREGARD THE OTHERS

I know a nice young woman in her mid twenties, the best years for a young person, who is very attractive and talkative. It's quite an enjoying experience to look at her and I know that many men turn their heads when she walks by. What's the problem then?

The young woman has an extremely low self-image, doesn't have any faith in herself, she is afraid of people and in her mind she constantly asks herself what others think of her when they see her. However, with her way of thinking and perceiving the world, she is not lonely.

On the Internet forum *Steps to Success*, located on my web site, I noticed several similar questions when people don't have trust in themselves, when they underestimate themselves, and think only about what others think about them.

A person with a bad self-image isn't capable of evaluating himself, due to his distorted self-image. This is similar to the situation, when we look in a distorted mirror – our image is completely changed, distorted, deformed. When we look in such a mirror, we know in our mind that we don't look like that and that we can only laugh at it heartily.

In the same manner people with low self-image, who underestimate themselves, who don't have faith in themselves, and who put great value on other people's opinion, should act. They should laugh at the situation that they are in (the distorted image is present only in their mind), and begin to change their thought patterns. But the path of changing oneself is often sown with thorns and sweat, because it is impossible to change overnight if we lived in error for many years.

Psychologists call this phenomenon, when people are afraid of other people, social phobia or social anxiety. However, I wouldn't want to describe anyone with this phrase because I feel I would judge him/her unfairly. There is nothing wrong with such a person from the medical point of view, even though this so called "illness" burdens, exhausts, splits etc a person, so that in time he becomes even more phobic because he is more and more aware of his problem and fights it every way he knows.

Fighting, fighting, and again fighting! This is what we have been taught since our childhood. Also, imprinted in our consciousness was the notion that we have to fight for, give up, and literally feel the effort and sweat on our forehead if we want to achieve anything. From *the laws of nature* we can learn that this is not so, that there exists another way to liberation, happiness and love. And what is this way?

THE TRUTH SETS FREE

The Master, who more than 2000 years ago walked our planet, knew life very well, when he said: "Tell the truth and it shall set you free." To tell the truth and look it in the eyes fills many of us with fear and terror.

When we have a problem with our self-image or occupy ourselves too much with other people's opinion or don't trust ourself, then it is necessary that

we take a look in the mirror, cry or scream, and say to ourselves: "Yes, I have a problem. Yes, I have a bad self-image. Yes, I put great value on other people's opinion and too little on my own. Yes, I don't have faith in myself. Yes, I..."

The list is limitless; however, the confession eases our heart and soul. We feel liberated, as if a heavy burden had been lifted from our shoulders, and we feel new energy, overflowing us – the energy of trust and love.

When we admit our weaknesses, problems, phobias, fears, we are not weak, but exactly the opposite; we are extremely strong and brave. If we resist life and its course, we become gnarled as an old oak, barely resisting the power of the wind. Look at the birch tree, how slender and flexible it is, how it surrenders to the forces of nature and literally breathes with the wind, and nothing can break it.

Let's act as if we were a birch tree as well - let's surrender to the flow of life, let's not hang on to the past, the past events, resentments, but live now, in the present moment. Fighting never was the key to the solution of a problem, because if we fight someone or something (fear, anger, envy, sadness etc), it only gets bigger and bigger. In the end, we only see our problems instead of seeing blessings and opportunities for growth and personal development in them.

THE LAW OF NON-INTERVENTION IN THE FATE OF OTHERS

I'm aware that the young woman, whose example I mentioned previously, has quite a problem with socialization, communication and life in the society. However, it is not my job to solve her problems or to advise her. Why not?

For a simple reason – We aren't obligated to help someone, who despite his problems and difficulties that he is facing, hasn't asked for help. As a matter of fact, we shouldn't help him unless we want to break an important law of the universe – *the law of non-intervention in the fate of others*.

I will explain it in more detail, since it is a burning topic of today. We often see a suffering soul, a drunken man, a bitter woman, a drug addict we know and/or a depressed friend. These people all suffer in one way or another, because they are missing something essential in their life but can't find it, for they are looking for it in a wrong place. They all miss and desperately seek – love.

Not being able to find it in themselves, they look for it in relationships, alcohol and drug abuse, and many other things. They are desperately seeking the substitute for love, which they will never find because there is none and never will be. Love and acceptance are within us.

Of course, when we see these people, who are close to us (brother, sister, father, mother, uncle, aunt, friend, colleague...) and have a role in our life, we want to help them in their misfortune and misery any way we can. We would do anything for them, even arrange a session with a specialist for alcoholism treatment, find information in a commune for drug abuse treatment, or ask psychiatrists and/or psychologists for advice. We wish to help them, but if they didn't personally ask for help, we are not obligated to "help" them, moreover, we shouldn't. Why not?

A violent intervention in another person's spiritual life, even though based on good intentions, is equivalent to black magic. And if we perform a black magic ritual on someone (even though unknowingly), we aren't only hurting them but mostly ourself. The universe always balances everything out and mental coercion isn't less bad than material coercion.

Let us look at the situation from the point of view of the "invisible" world. We all have our own life experience and have undergone our own trials of life. In fact, we aren't bodies (people) with souls but souls with bodies. Our invisible essence, our soul, has its own purpose and therefore mission or goal, for which it chose a certain body, family, social status, and test.

If we successfully overcome all of this, we will make a step forward as souls, and if we fail, we will have to repeat the "lesson" in our next life till we learn it. With otherwise well-intentioned intervention into life of another soul, we inadvertently cause them to "repeat again" their lesson in the next life, whereas our actions burden our karma.

I really like to help others with my experience and advice, but only if they explicitly ask me to. I'm aware that many people have different views on the situations I described here, that they observe and experience the world in a different way, however, I don't burden myself with it because I do everything to the best of my abilities and conscience.

I advise you do the same - whenever in your life you come across similar situations, help people in your own way, encourage and comfort them, and show them that you care, but at the same time be aware that you can truly help only the one who said: "Please, help me!"

WHEN WE GIVE, WE BECOME BETTER TOWARD OURSELVES AND OTHERS

Giving truly opens hearts and spreads the spirit, for as we give from the heart, out of gratitude, we open to the abundance of everything good. In the book with an interesting title *The Art of Giving*, the author *Adrian*

Predrag Kezele recommends specific acts of giving if we want better health, a loving partner, better financial situation... and many more things.

The art of giving is supposed to have been described already in the ancient Indian Vedas. If you have time and desire, I certainly recommend that you read this interesting book.

When we give we sometimes, especially the people who have less, ask ourselves what should I give if I don't really have anything or too little. Above all, we have to know that we have to give to ourselves as well not only to the others. When we give to ourselves, we let the universe know that we too are important.

There are women and men, who have been giving all their lives – they would give anything and everything to other people but not to themselves. At the end of their life, they wondered why they didn't get anything in return, even though they were giving all these years. What's the catch then?

While giving to ourselves, we let the universe know that we are worthy, that we deserve the best, that we are grateful that we can give to ourselves. That way the universe takes care of us, so that we don't lack anything in our life because we know that we deserve and can get it all.

When we realize this, we often determine that we have already received it all despite less effort. With the inner awareness "I deserve", we emit outward towards the whole universe our energy, our vibrations, which according to the law of attraction "catch" the opportunities that we need to realize what we desire.

Only after we gave to ourselves, can we start giving to others. We can give spiritual support, warm words, a hug, a smile, friendship, love, time... Giving does not necessarily apply to money. Of course, we can give money

to other people, but we have to realize that giving money (as well as other things) produces the results only if we give out of our heart, with trust and gratitude.

Every action can be spiritually extremely fulfilling if no fear was present at giving, namely, that after we gave something to the others we will run short of it. Take a look at a teacher - she is continuously giving her knowledge, experience and teachings to her students.

First, she comes into one class and gives, then goes to the other class and gives, then to the third one and so forth. Is she at the end of the day less intelligent due to all this giving? Did her intellect and knowledge "go" somewhere? No, they didn't, the teacher still knows as much as she did, maybe she even learnt something new from her students and indefinitely enriched their lives with her knowledge.

When you will face the dilemma whether you should give or not, ask yourself what you feel at the act of giving to the others. Do you feel joy, happiness and fulfillment? If you do, then give, if not, don't. I will repeat it again: Giving has value and effect only if we give without expecting anything in return. If we calculate how much we will get in return for what we gave, then this is not true giving but trading.

Some books for personal and spiritual growth contain some interesting reporting. By analyzing the life and health of the people, who were giving part of themselves by working in a charity organization, the scientists determined that the health of the volunteers, who enjoyed doing charity work, literary improved and that some of their health problems practically disappeared. How is this possible?

Maybe the key lies in the fact that when we focus on the giving and ignore the fears, we bring into our body the happiness hormones, also resulting in

the improvement of our overall health due to the satisfaction our work gives us.

Abroad, a very interesting survey was conducted in connection with giving and gratitude. By studying human blood cells, the scientists determined that when we feel gratitude, endorphins are being released into our body. What are endorphins? They are a natural body anaesthetic, which widens the blood vessels. Being grateful literally strengthens our health. On the contrary, negative emotions like anger, worries and fear, lower the number of white blood cells, which are important for our health. This also answers the question, why are the people, who are under stress and feel anger, more susceptible to all kinds of infections.

GRATITUDE IS THE MOTHER OF GIVING

When we speak of giving, we can't overlook gratitude, because these two notions are interconnected and are basically one. A grateful heart, which has faith into life, the universe, and the abundance of everything good, is even capable of moving mountains. Gratitude is one of the energies, primarily directed to the giving to oneself but at the same time also to the giving to the others.

We can learn about gratitude from *the Bible*, especially from *the Master*, who kept thanking to the Father for all the blessings, whether they were "good" or "bad" situations. I believe that the prayer "Thank you, Father!" is the most repeated and the most sincere one. That was the teaching of *the Master*, and how does the Church teach us to be grateful?

To be completely honest, the Church doesn't encourage gratitude with its religious dogma, but the opposite; with its actions it encourages fear,

distrust and sinning. How else could we explain the following example that is quite frequent?

Children are sent to the religious classes in church, where usually right at the first class they are presented with the absurdity of the modern church, because they have to go to confession and reveal their sins to the priest. Poor little beings! They just learnt to walk and talk and already the church doctrine encourages them to focus on their "sins".

Religious classes could easily be pleasant and positive if instead of confessing their sins, the children would be confessing positiveness, what beautiful and good things they experienced, how these events raised their self-respect and showed them that there is love in the world. Interesting, how everything can change with the change of the point of view!

My girlfriend and I have had this habit for a while that every night before sleep we tell each other what we are grateful for that day. When we started doing the exercise, we set the goal that each names five things for which he is grateful. We are still doing that, however, more and more often we name not only five but ten or fifteen things, for which we are grateful that day.

We recommend you do the same. Before sleep, take five or ten minutes and loudly (or quietly in your mind) name at least five things, for which you are grateful that day. If you do this exercise regularly, it will become a habit, you will focus on the blessings and miracles will start to happen one after another.

It is easy to be grateful for the "good" things that happen to us and very hard to be grateful for the "bad" things that come across our way. Why did I put "good" and "bad" in quotation marks? For a simple reason. Whether something is good or bad depends on how we see it.

I know from experience that many times in my life something that was bad turned out to be good in the long-run and vice versa. That is why, if you can, bless every situation that comes your way and learn something from it, and be grateful for the mercy of the universe that it gave it to us.

Chapter 3

HOW WE CO-CREATE OUR REALITY WITH OUR THOUGHTS?



OUR THOUGHTS DIRECT US

You could have read or heard in numerous books, articles, on seminars, lectures and courses that every our thought is charged with energy. There is no doubt about it – the thoughts that we have about ourself, life, success, partnership, and money are all reflected in our physical reality. Even though many think that a thought isn't real because it can't be physically felt or touched, there is a lot of evidence that would change their mind – thoughts are real!

Just think how many times you thought about a thing, an event or even a person, and it came true. We also learnt to say: "God forbid it happens!" We sent into the world the thought about what we DON'T want to happen to us, yet precisely THAT happened because our subconscious knows no negatives.

On another occasion we put all our hopes in the fulfilment of what we desire and the universe generously granted it. Some people undertake extremely demanding projects full of trust and gratitude, while some refuse to do them out of fear of failure. The former are guided by trust, the latter by fear, and the result again depends on what we desired and entertained in our thoughts with all our heart.

Henry Ford was the intelligent man who said: "Whether you believe you can do a thing or not, you are right!" And how true that is! Successful people are aware of the exceptional creative power of thoughts and laws of creativity.

TOTAL OPTIMISM IS AN ILLUSION

Despite everything, we, and even the greatest positive thinkers, are sometimes seized by doubt, despair, fear, distrust... There is nothing bad in this as it is perfectly natural. Everything in nature oscillates and has its own vibration, and exactly the same happens with our mood, our thoughts, fears, doubts... There is no one in the world, who is able to be a perfect optimist 24 hours a day and always be in one's element.

Many a motivational speaker is afraid to admit due to his reputation as an eternal positive thinker that even he is occasionally low-spirited, afraid, has doubts and that his energy levels have dropped. This kind of mood swinging is completely normal, even he admitted it, and people wouldn't see him as a fraud or a liar, because honesty counts the most. I can tell you in all my honesty that once in a while I too have negative thoughts, lack of trust and fear. We are people, not machines, and every one of us has feelings that we want to hide nowadays, because if we showed our true face of an emotional, feeling man in public, we would be seen as fools.

We have to watch our reputation, right? Even though we had an extremely hard day and just want to go to bed and sleep till the morning, we have a dinner and a reception to attend, which last till 1 AM. We have to deny ourself and be kind, talkative and smile in front of everyone. But our eyes are just closing, the energy levels have dropped and we are tired of everything. When you find yourself in a situation like this, stop for a moment and prevent tiredness and fatigue to get bigger.

I have a habit that when I'm under big stress I take a 10-15 minute break, sometimes even 30 minutes, and lie on the bed, listen to meditative music, or simply take a nap. Avoid tiredness whenever possible, because that way you can stay alert and focused longer. If we overdo it day after day, it will

show itself on our state of health. Take time for yourself now that you still can; you are worthy of free time, peace and relaxation.

To be successful doesn't just mean to be a successful businessman, but also to take time for yourself, your children, your partner, your dearest ones, your family, for a walk... There was a time when I took part in the network marketing system. Inspiring stories of the people, who succeeded in this business, raised my morale and mood, but at the same time I also noticed something that stayed hidden before most of other people.

OUR TIME IS VALUABLE - ORGANIZE IT WISELY

The ones, who are successful in the network marketing, claim that those, who join their system, save on time and, therefore, have more free time for themselves and their families. Interestingly, however, you can see these same people driving every day from one part of the country to the other, occasionally even to the neighbouring countries, and coming home exhausted late at night. So where is this free time for themselves? For the family? Maybe it is reserved for the time, when their children will be all grown up?

Managing our own thoughts also means to know how to organize our time and to find time for ourself, our family, our children, as well as our hobbies, in the 24 hours that a day has. I noticed myself that if I continuously say what I will do the next day, who I will reply to, who I will write to, that these are all big, empty words. Why?

It is easy to talk about something then to actually do it. Usually every night I write down on a piece of paper all the things I have to do the next day and when I check the list in the morning, I realize that I will have to invest a lot

of work to do them, and not just talk about them. The results improved by 50 % because this way I became the master of my time.

Anyone can do it! To be the master of one's time, one's thoughts and one's life. In English, the word "master" means "to have control over something or someone" but also "being skilled at doing something". Master of time management! Sounds great, doesn't it? It is nice to be the master of one's time, but great when you realize that you are the master of your own time.

We hide the mastery in ourself, our heart, thoughts, words, actions. Be more aware of your mastery, appreciate yourself more and devote more time to yourself. A true master also finds time for himself, a true master grants himself love, a true master has a massage and takes a bath, a true master entertains positive and loving thoughts.

Becoming a master in positive thinking, giving and receiving, should be the basic task of every single one of us, because that way we and the whole world would function differently and the life on our planet would be to the joy and pleasure of us all.

Despite the fact that there are over 6 billion human beings living on this planet, we can nowadays notice the rise of fear, chronic loneliness and distrust in other people. Again everything depends on our point of view, because we can see the world as a kind place or a place full of danger and hatred. We always see only what we want to see and what we focus on. And what do we focus on?

HOW TO AVOID MEDIA NEGATIVITY?

The world has never been as strongly connected as it is today. Radio, television, Internet, newspapers, posters, flyers, magazines, books - they all

provide us with limitless amount of information that will only increase in the future. The media constantly bombard us with world news and 99 % of it is negative, linked with war, weapons, violence, fear, distrust, hatred, racial intolerance, hunger, killing etc, and only 1 % of it focuses on the good things, i.e. peace, love, happiness, joy, acceptance...

Take a more detailed look of the daily newspapers and count all the articles that talk about something positive, stimulating and inspiring. When you are finished, count all the articles that describe the negative events. Which articles predominate? I leave it to you to answer this question!

In the media, we detect different kind of negative news, full of violence and scandals, which sometimes makes us wonder where our world is headed. Negative news leaves consequences on our psyche, because our subconscious absorbs everything negative like a sponge.

Be careful what you read, watch, and listen to, because with all the information that penetrates our subconscious we build our future. And it should be beautiful, therefore, focus mostly on the positive information and build a bullet-proof wall to prevent the negative information from reaching you.

I'm not suggesting that we should stay uninformed, but if we watch the news three times a day after we already heard it on our way to work, we can justifiably ask ourself where this leads. When we start to study the media, we learn how good they are at manipulating everything and everyone.

Reports in the newspapers, on the radio and television after September 11, 2001 implanted in our consciousness the idea that there is a constant terrorist threat and that it doesn't matter if we live in Slovenia, Germany, France, Great Britain, or the USA. All of a sudden we found ourselves in the hold of a propaganda machine, which began step by step to implant

into us fear, fear of new bombing attacks, fear for our lives and our very existence.

WHY IS FEAR THE RULER OF THE WORLD?

The simplest, and at the same time the most frightening way of getting people on your side, so that they become obeying sheep that believe everything the media tells them, is to plant a constant fear or threat in their mind. Examples of such journalism are obvious not just in the American media, but in Europe and Slovenia as well. Sensationalism has become a rule, rather than an example, and newspapers literally compete in printing the most striking news.

Fear of new terrorist attacks, new forms of the bird flu, global warming, earthquakes and tsunamis, nuclear weapons in communist and Third world countries... I'm not saying none of these threats is real, but to be honest, one has a much better chance of being struck by lightning or be hurt in a car accident than being a victim of a terrorist attack. However, everything has a purpose, and a frightened mass is calling for an authoritarian leader to take charge.

What I'm trying to tell you is: don't believe every single thing the "official" media puts into the world. Once one reads the so-called "alternative" books opposing the official explanation of certain world events a whole new aspect opens up, and one gains a better understanding of world politics. At the same time, this brings a lot of disappointment - realizing that everybody, from world leaders to mass media, is lying.

Everything has a purpose, the warped reports and lies included, but it makes you wonder if there is anyone left that you can trust. Even the most innocent things that come into our lives are based on fear. All of you with

an e-mail address have, at one time or another, surely received an e-mail like this: "This letter has been around the planet three times. Read its contents, send it to all your friends and acquaintances, and in five days something beautiful will happen to you. If you break the chain, you will be followed by bad luck for the rest of your life and will never find the love of your life." Oh, please! Do you really believe fear more than you do love?

Sometimes the story is not so direct; it might be in a more attractive package. Let me explain - there is an e-mail in your mailbox, sent by a good friend, that is, a "trust-worthy sender". Attached to it is a .doc or a .pps file with an inspiring message and beautiful pictures of children, nature and the universe. We read the words and they are indeed beautiful, positive and honest, the pictures are inspiring, but the last image on the screen instantly tears down the illusion of love.

We feel fear again, for the letters on the screen say: "If you send this e-mail to a certain number of people, your secret wish will come true. If you don't, you will never have sex again, and will be followed by bad luck for the rest of your life." That's really "optimistic", isn't it?

Do we believe fear? Why not trust the universe in all its abundance of the good, and delete the e-mail right away? The reason lies in our thinking: "Well, it couldn't hurt if I pass it on. You never know, it might work." Fear is frightening, no doubt!

What I tried to practically show in this section about fear is how much we can be a subject to manipulation, to what extent fear is ruling the world, and how we are not to trust everything we get from the mass media. Let's start thinking with our own head, using our own sober judgement, when deciding, which news we will let "reach" us and which not.

And never - even if the news is really horrible, terrifying and miserable - ever judge, but channel our mental energy to abundance instead. That is the only good thing we can do for this world. We have to realize that gratitude and love build, and fear destroys!

THE CREATIVE POWER OF WORDS

Every spoken word has its own energetic charge, its own creative power. We should be aware of that and be more careful when choosing words. Once said or just intensively thought of, the word will, with constant repeating, materialize, become real, the actuality we want, or don't want - depending on the direction we send our thoughts and words in. I witnessed the extraordinary power of spoken words numerous times myself.

One of the most obvious cases of the power of spoken words in my life happened, while I was a student. Ever since my first year at the university, I've been telling my friends, acquaintances and family members that I will get at least one highest grade. What I was saying was something like: "I don't care if I barely pass the rest of my exams, but I know I will get the highest grade at one of the exams."

I was as certain of that as I am of the fact that day is followed by night. Some laughed at me, others nodded and encouraged me. My persistence and clear vision bore fruit, and I am happy to say that not one, but two of my exams were awarded the highest grade.

About a year ago I organized and co-hosted a seminar in Ljubljana. A week before I told, half jokingly, the other two hosts the number of the participants of the seminar, and afterwards I was amazed, and at the same time happy to realize that my prediction was absolutely accurate.

When I was publishing my second book, *Diamond of Life*, I foretold my friends the exact number of subscriptions I will get. During sales, my predictions proved to be right again, for the success of a specific selling action turned out exactly as I envisioned. I don't remember exactly who it was that said: "Be careful what you think, for with your thoughts you may become the prophet of your fate!", but I believe the sentence to be true. With our thoughts and words we (co)create our present and future!

Let us fill every corner of our being with positive energy, with love, expectation of the best, the most beautiful and remarkable, for that which we feel deep inside will become our reality in the near future. *The More You Give, The More You Receive!* is an approach creating abundance in all parts of our lives, so it's important we have creative thoughts, use positive words, and work towards a vision of more life, love and abundance for everybody. We are the masters of our lives, we create our destiny, so let us perfect our skills so that our mind will always be full of thoughts of abundance, gratitude and love.

Chapter 4

**A DEGREE FROM THE UNIVERSITY OF LIFE IS THE MOST
VALUABLE ONE**



KNOWLEDGE IS POWER

The society we live in puts great emphasis on education, knowledge and data acquisition. When we finish secondary school or university, perhaps even get a doctor's degree, we feel as if we were a walking encyclopedia. Namely, since the first grade of primary school we had to train the power of our memory, the power of the left side of the brain, while we neglected a little the right side of the brain, our creativity.

The more we remembered, the more information, dates and events we knew, the better grades we got in school and were known as "the good and hardworking students".

But all changed the day we finished secondary school or graduated from the university and started looking for a job. Right then we realized the true value of our "school" knowledge and lost the faith in the school system, when we even didn't know how to creatively and properly write a job application.

We were "cruelly" thrown from the academic world into the real world, where the following rule doesn't apply: "The more you know, the more successful you are." However, this one does: "If you know how to use your abilities, you succeed!"

Except school psychologists, who asked us about our wishes and goals for our future education, nobody else was interested in our goals, dreams and hopes that we cherished deep within us. Parents have listened to some of us and supported our decision to go to university, but many times we had to go to the university that our parents chose.

I myself was extremely fortunate to have lived in a family that left that decision to me and supported it. The readers of my previous two books

know that the primary school teachers and psychologists wanted to send me to the School for the deaf and hard of hearing in Ljubljana, because in the first grade my hearing worsened and I started to use a hearing aid.

The school psychologists and some of the teachers came to a "professional" conclusion that it would be in my best interest if I went to a special school. I can only thank the determination of my parents and a few doctors that I could continue going to a normal primary school.

Already when I was very young, only 7 years old, I tasted the justice and the injustice of the school system, and had to fight hard for my existence and be persistent also in the secondary school and at the university.

I can count all the teachers on the fingers of one hand, who believed in me when I was on the higher level of primary school education (grades 5 through 8) and encouraged me. And after I completed it, they generously advised me not to go to the secondary school that I selected. Their explanation was again based on their "expert opinion" – the school is too demanding for your overall school performance.

I'm from the Upper Carniola (Slovenian: Gorenjska) and we, who live there, are known to be stubborn and vigorous. This is how I was at the end of primary school, when I believed into this one choice for my further education – secondary school of economics, which I was advised not to attend. But things got complicated even more, when the secondary school teachers almost didn't allow me to go to this school, even though I successfully passed the entry exam.

After I successfully completed the secondary school, I faced an even bigger challenge – to graduate as the first hearing-impaired person in Slovenia at one of the most difficult faculties in our country - the Faculty of Economics in Ljubljana. Gods obviously love brave and persistent people, who believe

in themselves, who have a clearly set vision and firm goals, because I managed to graduate at the faculty in five years. As a "dessert" and a reward for my effort I got the highest grade for my diploma thesis - grade 10!

WHEN LEARNING FOR LIFE STARTS

The moment I graduated, I felt like the king of the world. I was convinced that the world is mine and that everything will be easier from now on – a well paid job, promotion at work and beginning to save money for my own place. Sometimes all your plans fall to pieces as I experienced it myself. You can read about all the details of what happened in the years after I graduated and what kind of "calvary" was before me in my book *Diamond of Life*, which is why I won't discuss it here.

Now when I look back on how I was searching for a job, numerous unsuccessful job interviews I had to go through, and the rejections of the employers despite the best results of various tests, I don't feel angry but overwhelmed with a deep feeling of gratitude. If none of this had happened, my life would have taken a totally different direction and many people would have been deprived of my inspiring words in my books and articles.

In the past seven years (I graduated at the Faculty of Economics in 1998) I came to many important conclusions and realizations, which I wouldn't trade for anything. Even though I'm a graduated economist, my work, as you can see, doesn't have to do a lot with economics.

First of all, I'm a writer, motivational speaker and lecturer, only then a graduated economist. Believe it or not, the title I got doesn't mean much to me, as I realized at a later time, because the study of economics didn't offer me the guidelines for life and my functioning as I expected.

Now you probably wonder, what I meant with this, and I will try to explain it in as many details as I can, why a degree from the university of life is the most valuable. During our schooling, nobody educates us about life itself, its laws and functioning of the laws of nature. Unfortunately, we didn't receive much useful information and practical knowledge for everyday life and at the time of our education.

On a secondary school or faculty, have you ever seen any of the following subjects:

- The laws of nature, which direct our life.
- Setting of life goals and realizing them.
- Communication in the way, in which we all win.
- Motivation of the employees and encouraging creativity.
- Honesty and trust in business.
- Money as a form of energy.
- Creative power of human thoughts.
- Education of children, set to encourage creativity.
- Our life's mission and how to discover it.
- Being "cool" without drugs, cigarettes and alcohol.

In short, during our obligatory schooling we haven't been taught at all or too little about many much needed useful things. Academic life behind the four walls is something entirely different than real life, where you need to know yourself, your gifts and abilities, and learn how to think creatively if you want to succeed.

WHEN THEORY FAILS, WE ARE LEFT WITH SELF-EDUCATION

In the past years right after my graduation, I looked at the world from the viewpoint of economical sciences, which means that everything in life is limited, including production factors, workforce, knowledge, natural resources and other things.

Yet, the more I was discovering the laws of the mind, body and soul, and the laws of nature according to which our universe works, the sooner I came to realize that the theory of "limitedness", taught by economical science, doesn't hold true in the real world.

For me, this was a bit painful in some way, because I believed that as a graduated economist I would be more familiar with the way economy works and how it would be of great help in my further work. However, I was more hurt and shocked by my own realization that my knowledge in marketing wouldn't help me much, because it was mostly theoretical and not practical.

What do I mean by this? It's simple. I realized that my study offered me a lot of theory and too little practical examples, from which I could learn and grow when I made a mistake. It is sad that in the five years of my studies I wasn't taught in great detail, how to write a sales letter and to what I have to pay special attention when I'm composing it. As students we got a few scanty instructions and the professors' assistants gave us some "homework" in the sense – "write an effective sales letter, which we will grade the next time."

Thus, at the time of my study, I didn't receive appropriate practical knowledge of marketing, even though most of the companies that I sent a job application expected it. What now? Step by step, I began to realize that the success on my life's path depends on me, my creativity and willingness

to learn. Soon after my diploma, in 1998, I got an Internet connection and in the next five years Internet, besides books, was the main source of information on marketing.

Most of the information from the Internet was from the authors of free electronic monthly bulletins from Slovenia (*Aleš Lisac, Robert Rolih, Boris Peršak...*) as well as from abroad (*Joe Vitale, Michal Fortin, Brian Tracy...*), and I learnt from their practical examples.

I started to see what works and what doesn't, which attitudes bring profit and which don't, how to approach a client, and how to develop one's own self-esteem and motivation. For some time, I was also part of the network marketing system, where I learnt many new, useful and interesting things.

I realized that learning isn't over by far, when you get a degree and that everyday learning lies ahead of us if we wish to grow, get promoted and be successful at our work. The moment we are self-sufficient and think that we know everything there is to know about something, the path of our regression begins. Thus, learning is very important, however not the traditional academic one, taught and explained by professors at faculties, but that live one, passed to you by someone with practical experience.

Later when I started to publish a free monthly bulletin *Steps to Success*, I tried really hard that every single issue contained practical and useful knowledge by authors with real-life experience. Right now, there are more than 4,200 subscribers and every month the number increases by 50 to 100 new ones.

Sometimes we ask ourself how to overcome the "limitations", offered by classical economical science, or in other words, science of shortage. We won't find answers to this and other similar questions in the school education, since it only offers a limited view of the history of the people,

the truths, and the laws of the working of the universe. We have to search for the answers somewhere else and look back to our ancient heritage of knowledge.

Hundreds of years ago, *Socrates* was saying: "Know yourself!" And in these words lies a path to many answers. All answers are "hidden", we just have to learn how to recognize them and we have to want to see them.

In the next chapter, we will learn on practical examples from everyday life about fundamental laws of nature that guide us.

WHEN WE GRADE WHAT WE DON'T KNOW INSTEAD OF WHAT WE DO KNOW

One of the most interesting examples that I found out about years after I graduated was how certain professors "graded" the students' knowledge. As a rule, 50-60 % was needed to get a positive mark and pass an exam, however, some professors really knew how to bypass the system and set their own rules. Because it could happen that "too many" students would pass a class, the virtuous professors turned to statistics.

In statistics, there is this so-called *Gauss curve* (the normal distribution curve), based on which 50 % of the population is "average", 25 % "below average", and 25 % "above average". In other words, according to the professors, this means that 50 % of the students, who took the exam, pass and 50 % fail. This is the example of absurdity, because instead of the 50 % of the total exam points required to pass, 65 % or more are needed.

If we look even deeper into the "statistics", it simply means that if we are "lucky" and take the exam when many students fail, sometimes even less than 50 % is needed to pass the exam. However, we can have "bad luck" and

take the exam when 60 or 65 % are needed. So much for the "fairness" of the exam grading!

Such unequal grading criteria aren't present only on certain faculties, because it all starts in primary and secondary school, when the teachers have their "favourites" and their "bad boys and girls". In other words, if a teacher had got it in for you, you were called in front of the blackboard for an oral exam out of no particular reason.

These kind of examples are quite frequent, but are not talked about in the public. A real teacher is someone, who is capable of seeing the best and the most beautiful in each and every student, and who, of course, has the same grading criteria for all.

If we examine the whole educational system from the primary school, secondary school, and all the way to the faculty, we determine that during this whole time we were just "collecting" points.

The more points we collect, the better grade we get, the professors and teachers like us better, and our classmates have a bigger respect for us. Soon we come to the famous division between the "nerds" and the "losers". Is the student, who gets Fs and Ds, really that bad or should we look for the answer to this question somewhere else – in our parents and educators?

Every student with bad grades literally cries for help with his behaviour, because when he sees that nothing else is good enough to get the attention and love of his parents, he resorts to the last option available – bad grades.

I don't want to assert that all parents and teachers are alike, since many parents are attentive and loving. There are also a lot of teachers, who teach with all their heart and soul, who strive to give their students only the best, yet the educational system and the curriculum limits them too much.

EDUCATIONAL SYSTEM OF THE NEW AGE

The principle *The More You Give, The More You Receive!* should be implemented in every single part of the educational system from primary school to faculty, because our children, who we educate, are our future. They are not only the future of our country but of the whole planet Earth. If we succeed to educate them into exemplary, honest, sincere and giving-oriented people, the life on Earth will be kinder and more pleasant.

The teaching system should also give emphasis to activities that encourage our creativity and growth of our spirit and discover its extraordinary potential. We expect that the 14- or 15-year-olds, who are only at the beginning of their life's path, make decisions about what makes them happy and enthusiastic, what fulfils them, and which school to attend.

We expect the same from the 18-year-olds, when they are deciding between different faculties to continue their education and earn a degree. However, the educational system isn't fair to all students; the problem begins at student's overall performance and points achieved on the final or entry exams.

A young 14-year-old is very interested in graphic design and computer science; he has been making his own web sites, for his friends, maybe even for a company or two. He has a wish, an interest and a potential, but because he doesn't do well in mathematics and physics, his overall performance isn't that good.

Both, the secondary schools of graphic design and computer science, are out of the question since he didn't get enough points to get in, even though he would be beneficial to his country with his future work, i.e. maybe with a useful invention or patent.

Take a look at one other example. A student of constructional engineering, who became even more interested in construction after seeing the Črni Kal viaduct, is especially enthusiastic about becoming an architect and build extraordinary new constructions, which would be in great honour to the country and her progress.

He has very good grades in all classes except in two or three, where he doesn't do that good, and above all, he barely graduated from the secondary school. Because he is two points short to being admitted to the desired faculty, he has to decide for some other faculty. The dream about new, exceptional buildings falls to pieces overnight.

Is our educational system designed to create new geniuses and to develop and enrich people? The answer lies at hand – NO! Too bad that not all people have an opportunity (despite their strong desire) to study what truly gives them pleasure and fulfillment. An educational system, based on the principle *The More You Give, The More You Receive!*, would encourage every student to study what he truly desires without being limited by the number of points required.

The critics, of course, would believe that some kind of a criteria system is needed, however, people, especially the youth, are more than a collection of points earned at the final or entry exam! No, we are more than points; we are living beings, who came to this planet to express our purpose in all entirety that we can muster. We want to create, we want to give, we want to receive, we want to educate ourselves, we want to love, respect and appreciate ourselves.

It's high time we start to become aware of the meaning of *life's education*, i.e. education that teaches people how to develop their abilities and discover their gifts. An education that strengthens people's self-esteem, teaches mutual communication, love and understanding. An education that

doesn't discriminate between colour of the skin, conviction, religion and gender. An education that has a place for the disabled and people with special needs, who are often on the edge of survival due to lack of education.

We need education for the people, who work and live with people, an education of the new age, the age of cooperation, mutual help and love. Education shouldn't be a competition but giving, i.e. the exchange of the best we can give, donate and share. Let's think how we could realize the principle *The More You Give, The More You Receive!* in our educational institutions, schools, faculties, associations, companies, and help, so that there would be more knowledge for everyone. The more knowledge each of us has, the more progress we can make as the whole society, the whole planet.

Chapter 5

NATURAL LAWS DIRECTING OUR LIFE



THE UNIVERSE IS PERFECT

The universe works perfectly and each part of it functions according to specific natural laws, which have been in effect thousands if not millions of years. Think about the planets, oceans, nature, litres and litres of blood that flows through our veins and arteries.

Every single piece of our universe, planet and body functions perfectly and according to specific laws. It is time that every one of us starts to creatively cooperate with nature and the universe, and to see that we are perfect beings. Let's stop limiting our abilities and free ourself of limiting convictions, doubts and insecurities right now.

Every law, which I will discuss in continuation, expresses itself in our everyday life. It is no coincidence that these laws exist and are indisputable, irrespective of who created them. The understanding and use of the laws in our everyday life and work will change our life forever. One of the most important laws of the nature is certainly *the Great law of the universe*, which will receive special attention, because it represents the foundation of all other laws.

THE GREAT LAW OF THE UNIVERSE

Definition of the law: *Everything is energy!*

Each of the seven laws of nature ends in *the Great law of the universe*, which states that everything is energy. Or in other words, we live in some kind of energy soup, which is in everything – within, around and between us, and we can't run from it, because energy has no dimensions and pervades every part of the universe. The quantum physicists have determined that even vacuum (most people think it has no content) contains energy.

Let us have a closer look at a few everyday situations in our life from the viewpoint of energy exchange. We will determine that everything we do is based on energy.

- When I write a book or poem, my energy is reflected in the words I wrote. Therefore, some books attract readers, some don't.
- I have a business meeting with a business partner, with whom I am negotiating for a long-term cooperation. Communication via e-mail was extremely pleasant, but when I met him in person, the energy didn't flow as it should. Despite all the effort, time and invested energy, I determined that I wasn't energetically compatible with this person.
- I meet a new person and already during our conversation I feel that there is some kind of pleasant energy between us. I feel as if I already knew that person, and later that person becomes a good friend of mine.
- I'm in the company of people, among whom the atmosphere is extremely relaxed and pleasant, I (we) talk about everything and really enjoy each other's company. An acquaintance of one of the people there joins the party and suddenly I (we) see that that person brought new energy, that the atmosphere among us collapsed and that there was a sort of a short circuit, even though I (we) can't explain why.
- Someone meets an attractive young woman at a party, who is very good-looking, has beautiful eyes and a wonderful smile. He feels he is in love with her, which is why he wants to meet her. He starts talking to her, but after ten minutes he realizes that he can't talk with her about anything and that the energy just didn't flow. In about half an hour, his colleague, who he ran into, introduces him to his friend and during the conversation, he sees that he is getting on well with her. She isn't as beautiful as the previous young woman, however they are energetically

compatible and at the end of the conversation they spontaneously exchanged telephone numbers.

- Two people in love are in bed together, their lust getting bigger and bigger. They caress each other, cuddle and kiss. Soon lust reaches culmination, they start making love, and experience an unforgettable night. What happened? Energy, what else!

I suggest that every reader finds similar examples in his or her own life and without exception we will come to the same conclusion that in every situation we find ourselves in, energies are present.

If someone gives us more energy than we gave them, we like that person and feel affection, liking, towards that person and have a feeling that by being with that person, we gain something. Completely opposite happens if we are in the company of someone, who literally drains our energy. Then we feel exhausted and want to get away as soon as possible.

All in all, every one of us, our planet, our universe, emits and receives energy. We know several different types of energy: light energy, heat energy, sound energy, magnetic energy, thought energy, kinetic energy, atomic energy, mechanical energy etc. Energy comes in many different shapes and has millions of levels and frequencies (like infrared, gamma, radio radiation).

To conclude, all that exists on our planet and in the universe consists of energy, and we, the people, are beings of energy, electromagnetic beings, who emit and receive energy. Being aware of the energies between, within and around us can greatly help us understand the laws of nature, as well as the reason why something is happening to us.

In continuation, I will list and describe the seven most important laws of nature.

THE LAW OF ATTRACTION AND VIBRATION

Definition of the law: *Everything in our universe is continuously vibrating and moving.*

Our universe (the visible and the invisible part) consists of intelligence and energy, which vibrates, or in other words, oscillates, echoes, pulses. What is the difference between the visible and the invisible part? The difference is only in the pitch of the vibration, which means that what is visible to our eyes, has a lower vibration, and the invisible vibrates on a higher, finer vibration. When we start to understand *the Law of attraction and vibration*, we see that it is essential for distinguishing between the difference of what we can see with our eyes, e.g. our hands, and what we can't see, although it is still here, e.g. radio waves.

Take the blackboard, for example. If we have a look at it with our eyes and touch it with our fingers, we see that it is hard and motionless. However, all changes if we look at it through a powerful microscope. Then we notice that in the space between the individual molecules numerous particles are moving.

With the help of the microscope, we can detect the slowest vibrations of the molecules in the blackboard. The same is with our body. Although it looks the same every day, it is not. In this moment, millions of cells are changing in our body. Some are dying, some are being born, and this process is going on continuously, even though we can't see it with our naked eye.

Our thoughts and feelings are energy too. No matter how we sense our feelings, this is our perception of their vibrations. When we say "I feel great" or "I feel bad", we explain in our thoughts that our vibration is positive or negative. With the choice of our thoughts, we literally decide about our state of health.

The other way that this law expresses itself is in the principle "equal attracts equal", which means that people attract energies that are similar to their own. Regarding the relationships, it means that the people, who are alike, attract each other. This is the case in the business world as well as in the social life and love relationships. Every human being is a "living magnet", who directly attracts people and situations in his life, which are in harmony with his predominant thoughts.

Think about your friends and places you go to. We will meet people, who are like us, because similar attracts similar. Our thoughts are a form of energy that transfers with the speed, determined by the power and intensity of our thoughts.

Happy people attract other happy, joyful people. People, who exactly know their goals and are always optimistic at their work, attract a lot of good things and people, who like to help. The more we discover the secrets of life, the clearer it becomes that "People attract that in which we are mentally engaged. Our spirit is a magnet."

THE LAW OF POLARITY (OPPOSITES)

Definition of the law: *Everything in the universe has an equal and opposite value.*

In the Eastern philosophy, the law of polarity is presented as YIN and YANG. This is one of the simplest natural laws for our understanding: If something is hot, then there has to be something that is cold. If there is failure, success will follow.

There are always two opposite sides and when we really understand them, we know the meaning that they determine together. According to the law of polarity, there is: dark – light, top – bottom, good – bad, work - rest. Let us think about the following question: *"Would we know the good if we didn't know the bad?"*

The sooner we redirect our thoughts into new opportunities, the sooner all negative disappears from our thoughts and the quicker our energy changes. Even a very painful experience can be seen as positive if we are prepared to look at it as such.

When we realize that nature is changing and that every situation in life carries a message, then we begin to learn from the lessons, given to us by the universe. It is necessary for us to understand that everything has ups and downs, that there is the good and the bad, the inner and the outer.

This manifests itself in our relationships, physical body and elsewhere. To learn to see both sides of life means that our life will evolve faster and the results will be visible sooner. If we are not prepared to accept the good and the bad in our life, then we resist the next law – *the law of harmony and rhythm.*

THE LAW OF HARMONY AND RHYTHM

Definition of the law: *Everything moves in perfect rhythm and with the right speed.*

Watch the ocean, because from how it works we can learn a lot how the laws of nature work. Take the tides, for example. Every morning at the seaside when we went swimming, we saw that the surface of the sea was very low, but in the afternoon it was much higher.

By observing it, we undoubtedly determined that water comes and goes. We are still on the beach, standing still. Despite the water flow, the force of the waves throws us down. But all is different if we are prepared to bend, let go and enjoy the motion of the waves - then we are in true harmony with them and become one.

Underwater water currents work differently. In case we get caught in the underwater current and aren't familiar with the way it works, we spend an incredible amount of energy to break free. It is not important, how good a swimmer we are, because our fight with the waves this way is futile.

The best way to break free and swim away is to swim with the current, not against it. In other words, to swim parallel with it, not directly towards it or the shore. Sometimes the indirect approach turns out to be even more successful than just going straight.

If we know how to listen and observe it, the sea can truly teach us about the rhythm of life. Every one of us has to realize that it is necessary to live in accordance with natural rhythms, be it our business or social life, for doing something "by force" and resisting it could cost us dear.

Everything that is happening within, between and around us, is happening in a rhythm. Think about a relationship, which sometimes makes us feel happy and sometimes sad. Similarly is with our work, because in a particular moment we feel extremely enthusiastic, but the next phone call we get pushes us into a deep chasm.

There is no power, which would make the good times last forever, just as there is no power, which would make the bad last forever. Planets are moving in perfect rhythm and our life has its own seasons as well - figuratively and literally speaking. We spend too much energy fighting the "windmills", although we can't change the course of the "seasons". We can decide to feel warm in the winter or to complain about the cold. The choice is ours! The best thing to do is to live with the rhythm and learn, for example, how to ski or iceskate, because this is the only way to accept the situation (the winter) we are in.

THE LAW OF RELATIVITY

Definition of the law: *Everything is relative.*

Are we tall or short? Is Slovenia a small or a big country? Is the book you are reading now easy or hard? Do we earn a lot of money or too little? Are our children behaving good or bad? Are we successful or unsuccessful? Are we rich or poor? As we can see from the examples, everything depends on our point of view and the thing we are comparing it with.

Some people say that the price of the seminar or the workshop I prepare and lead is too high. I don't reply to this and similar questions – Compared with what? If we don't compare one thing with the other, then we can't answer to this and similar questions, because the value of it can't be determined if we don't have the thing to compare it with.

Our past and also the present experiences determine, how big, heavy, comfortable, expensive, cheap etc something is. But the truth is that *everything simply is*. An apartment of 50 m² is neither small nor big. It is just an apartment of 50 m² and every person perceives its size differently, depending on whether we lived there since our childhood, whether we have

claustrophobia, or whether we are really tall. All depends on our viewpoint of the situation.

This law also teaches us that we shouldn't judge, since everything is relative. For example, our neighbour earns US\$ 650 a month and we US\$ 2700. From our point of view, his income is low, but from his point of view, it is excellent because his friends and colleagues from similar companies earn even less. Sometimes we also want to judge how the neighbours' children are doing in school, and every time we talk to our friends and colleagues we mention, how well our neighbours' children are doing in school but that ours are completely different. Of course, our children hear about it and start to question their own worthiness and the love of their parents.

Everything in our life is relative and we must learn not to compare ourselves with others and our past experiences. Look at the things as how "simple they are", without judging, and we will never have the feeling that we are missing something or that we are not adequate enough.

THE LAW OF CAUSE AND EFFECT

Definition of the law: *For every cause, there is an effect, and for every effect, there is a cause.*

Our thoughts are primary causes for the state of our life. Everything we are or will be is the result of our thinking. If we change the quality of our thinking, we also change the quality of our life. If we treat other people kindly, they will treat us kindly too. Life will always give us what we will invest in it, for we control what we invest.

For every thing and event in our life, there is a good reason if we know it or not. If we send good thoughts, they will return. If we give love, it will

return. If we give money, it will return. Every reaction is the effect of an action. But first we have to give something if we want to receive something. We can simplify this law - thoughts are *causes*, states are *effects*.

Try to imagine the following example. We have been employed in a big company for many years, but have been quietly pondering over how our salary is too low, how our co-workers don't respect us, how we deserve bigger attention and recognition of our work. With our thinking orientation, we subconsciously break the connections with the company. With thinking this way, we "unintentionally" bring into motion the law of cause and effect.

It is highly likely that some day the company's director or our superior will show up in our office and say: "We have to let you go." Believe it or not, we basically fired ourself! The director was just the tool for confirmation of our negative thinking orientation towards the employees and the company. With our thoughts (cause), we literally got ourself fired (effect). There are no coincidences!

We can learn from the previous example that our every single thought that we send into the world is creative and is the basic motive of our life. All great accomplishments were first created in our thought, and only then "materialized" in the physical reality. The thoughts we grow and nurture represent the cause for everything that happens to us, so we have to be especially careful what we think about.

The law of cause and effect is obvious regarding money as well. Money is only an idea. We invented green paper with ink and introduced it as money. Like everything else, money is energy. According to the law of cause and effect, we can't receive more than we gave. If we want to have more, we have to give more, because every reaction demands an action

first. That is why the rich are becoming (in the broadest meaning of the word) richer, and the poor poorer.

So before we want to receive something, we have to give something first. If you don't like your life, carefully note down your thoughts for a few days. Are they negative or positive? Do we entertain thoughts of giving or taking? With our creative thoughts, do we strive for more for everyone or just for us and our own benefits?

THE LAW OF GENDER

Definition of the law: *Both energies - the male and the female – are needed for creation.*

Take the following example – one person is talking, presenting his idea or teaching someone else, or asking questions; the other person is listening, paying attention and receiving communication. Then the roles switch – the person, who was talking earlier, is now listening, and the person, who was listening, is now talking. This kind of switch brings us to new ideas, plans and revelations.

The energies of giving and receiving complement each other. Giving cannot exist without receiving and receiving cannot exist without giving. The circle is closed. Let's have a look at the ancient symbol of YIN and YANG.

The circle, divided into two halves, each half is of different colour, and the line between them isn't straight but in the shape of a curve that represents motion. The black half "takes" the white half and the white half "takes" the black half, while at the same time the black half "gives" a part to the white half and the white half "gives" a part to the black half.

The symbol of YIN and YANG better than anything demonstrates all laws of nature that I discuss in this book. In nature, to create something new two energies are needed - the female and the male, because only this way new life (idea, creation) can be created.

As you probably noticed yourself, *the law of gender* is very similar to *the law of polarity*. Without the principle of two (energies), the man and the woman can't evolve, move and be reborn. In order to preserve species or life, both energies are needed, the male and the female. One cannot exist without the other and evolve, and it doesn't matter whether we are talking about people, animals or plants. Let's become aware that creation is the key to life and progress!

THE LAW OF CONTINUOUS CHANGE OF ENERGY

Definition of the law: *Energy moves eternally through various kinds of forms.*

If we observe *the Great law of the universe* and its first addition - *the law of attraction and vibration*, the entire universe consists of energy that moves at different speeds. The individual energies are interconnected, differing only by the speed of vibration. Everything, from the physical body, what we see, feel, touch, to the sun rays, is interconnected.

The law of continuous change of energy discusses the change of individual energies and says: "All energy continuously flows from one form into the other, from one vibration to the other, from higher to lower levels." This can be illustrated with the example of the sun and the apple. The sun rays shine on the apple every day, which uses them to grow. All the energy stored in the body of the plant transfers to us, when we eat the apple. During digestion, the energy that we call metabolic energy is used, for example, for cycling, running, or walking in the nature.

Let us suppose that we go cycling after the meal. During the ride up the hill, we quite intensely push the pedals, so that the metabolic energy, which is within us, is converted into the kinetic energy. When we come to the top of the hill and go down again, the kinetic energy is converted into the potential energy.

All in all, one and the same energy that already shone on the apple provided us with the energy for cycling and later was converted into potential energy and returned into the atmosphere. Similar occurs, when we rub our hands against each other. We use the metabolic energy, stored in the apple's cells, however, rubbing one hand against the other creates heat, which returns into the atmosphere, and the process repeats again and again.

A continuous change means that the energy is continuously and forever moving from one form into the other and that it is indestructible. Some energies are visible (the visible spectre), some aren't (the invisible spectre). With every breath we take, various forms of energy penetrate our cells.

The laws of nature undoubtedly tell us that nothing is permanent and that everything is continuously changing from one form into the other. The best of this law is that our thoughts are the most powerful force of energy, which penetrates through the universe all the time.

Our thoughts have the natural opportunity to convert the immaterial to the material, which is what I am discussing in this book – how to create our own reality, health and success with our own thoughts.

Chapter 6

MONEY – THE DIVINE ENERGY



THE ROLE AND MEANING OF MONEY THROUGH TIME

Money is one of the most misunderstood energies of the new age. Today's world is still strongly oriented to materialism, money acquisition and various other goods. People think that we are what we possess. Yet, when we will leave this dimension, nothing will stay behind us but our own experiences.

What is money anyway? Money serves as a means of exchange, with the help of which we simplified the paying and exchanging of different products and services in the past few centuries. In the past when we wanted food, we gave a goat or a sheep to a farmer; if we wanted to shoe a horse, we gave vegetables that we grew on our garden to a blacksmith. This trading of goods was simple but also complex, because there was a limited supply of goods.

When we somewhat evolved in our development and way of thinking, we thought of a means of exchange instead of trading of goods, with which we could pay for clothes, food, shoes, land, wood, milk etc. Then money as we know it today came into existence, but at first it was only forged and later we invented paper money.

Let us take a closer look at the meaning of money, since it is often misunderstood, misused and infamous to "corrupt" people. Imagine that we have US\$ 5000 in front of us on the table in coins as well as in bank notes. It quietly lies on the table, wanting to harm or corrupt no one. First of all, money is a neutral energy and only with our thinking, conception and understanding of it, do we give it a particular energy.

When we spend money on clothes, food, toys or accommodation, we say it is good or positive. All changes significantly, when it is spent on weapons, means of destruction, poisons, cigarettes, alcohol... Then money gets a

really bad reputation and we say that in this case money is dirty and its energy negative. When we spent the US\$ 5000 on something, we also gave it energy and a purpose.

We are even prepared to die for money; some people would even kill another human being for the right amount. But that is not all – money decides who lives or dies, because there comes time when you have to pay for your own medical care if you want it in time. Namely, the waiting lines for medical services, when they are paid by the health insurance, are getting longer. If you want to get the medical service right away and live, you will have to pay for it yourself.

Money decides who will lead the world, because if you have it, you have the power too. To be politically powerful in the Western society means to know the "right" people, who have enough money to support one's political campaign. There would be no elections if there was no money, and when politicians are elected, they mainly take care for themselves and their benefits. Politics and money go hand in hand, which leads to corruption and many other things.

In the business world, money is even worse ruler if we let it rule us. We are the rulers, not money, but in the name of huge capital profits we are prepared to do many things, and the cases, when thousands of people are dying in war or because of hunger, are not rare. Well, money rules the world!

An interesting fact is that most of the world wealth (in money) is owned by only 5 % of the world population, while the other 95 % are basically the poor, who barely get along or live on the verge of poverty. In the West as well as in the East, all the glitter and the misery of the modern capitalism can be seen, and an ordinary mortal has absolutely no idea what is happening in the background of political and economic magnates.

To be rich is the right of every individual, notwithstanding from which country we come, what language we speak and what colour our skin is. To be rich is the divine right, given to us by the universe, God, primitive force...

The energy of the Most High expresses itself through us, and truly rich is not only the one, who gave a lot of money to charity, but most of all the one, who taught the most people, how to think rich. Helping another person to get rich moneywise, spiritually and mentally should be our highest goal. However, first of all we have to help ourselves and direct ourselves to the path of wealth.

HOW TO DIRECT OURSELVES TO THE PATH OF WEALTH?

Nothing is more important than what we think about ourself, what do we think about and what kind of messages are we sending with our words and actions to the others. We step on the path to abundance the moment we become aware within us that we are worthy of life of abundance and richness and that money also is the expression of God.

Having bad thoughts about money and at the same time hoping to have it is like sitting by a well full of water and be afraid to drink from it, even though we are thirsty, because we think we aren't worthy of satisfying our thirst.

When we become aware of our own magnitude and value, our own energy of success, and incredible abilities and gifts that we hide in ourself, then our transformation, our path to a happy and rich life, begins. For a long time I didn't understand the energy of money and how it worked. But the moment came, when I realized that everything was energy and that the more selflessly I send the energy into the world, the more comes back to me.

To be wealthy, happy, healthy and successful, we have to give something, for if we don't give anything, we don't receive anything. To understand giving, sometimes it is necessary that we first find ourself on the lowest point of our life, when we are clueless what to do next. When we come to this point, we spontaneously start to think in the other direction – how to dig ourself from this mess.

When we start to think about a solution instead of failure, we direct our thoughts into a positive direction. I know from my own experience that when I had the biggest financial problems, I was most productive and creative, because my "misfortune" literally forced me to start thinking about a solution.

One of the possibilities to dig oneself out of financial difficulties is, for example, to ask our parents, a rich uncle or aunt, our friends, colleagues etc to lend us the money. When we ask someone else for money or a "loan", we only put off the inevitable - our financial downfall. When I was in a financial crisis, some people advised me to get a loan or a credit from a bank to settle the overdue payments to my business clients.

However, this still wouldn't have solved my financial crisis, but it would only put off the inevitable. I got a lot of well-intentioned advice on how to get myself out of financial difficulties, but none was the right one. Intuitively, I already knew the right solution. And the most surprising thing was the realization that the cause for my being in debts was lying in me. Can you imagine? The solution and the cause for the problem lie in every one of us! Only when we realize that we are the cause and the solution, things start going in the right direction again.

Why was I the cause? I think that I subconsciously, despite the outer appearance, deep within me felt that I wasn't worthy of money and success, and that my work isn't worth that much money. All beliefs about money

originate from the first chakra, the chakra of survival, and here our "survival" instincts guide us to take care of our basic existence. The more we are anchored in the survival and the more we perceive life, survival and success as a fight, the worse we will do.

I was fighting against failure and received exactly that - failure. What was the next possible path to take? It was the change in the way of thinking about me, my work, my value, and about the working of the universe and the way of life. Gratitude, trust, and love guided me on the right path. I became aware that in life you have to be grateful for every single thing that comes to you. I realized that the trust in life is the foundation of every success and victory. And not only that! Deep in my heart I realized the incredible meaning of love for yourself and love for others.

By re-evaluating my patterns of thinking, my own energy, I began to work differently within myself, which started to show in my outer appearance, in the material world. Anyone who wants to be successful should realize that he is the magnet for success and abundance, because that way he would start emitting a different kind of energy and new people would start coming into his life.

When our energy that we emit outwards changes, other people "get caught" in this invisible net of energy, who help us to materialize on the physical level what was on our mind. Self-affirmative statements, which we speak from our heart, firmly and truly believe in, and really live and breathe with them, are of great help on our path to success. Use of affirmations or self-affirmative statements must never be directed so that it would hurt other people.

Namely, if we use affirmative statements in the sense of "if I want more, I have to take it from someone else", then we will break several laws of the universe and be punished for it. Always act in the following way – good for

me, good for the others, and you will see how your life will magically start to change.

HOW TO PAY AND COLLECT DEBTS?

In our business and private life, we can do without money. Let us suppose we have a business partner with financial difficulties at the moment and so he can't make his payments in time. How do we usually handle a situation like this? Are we kind and patient or angry and resentful to our business partner? Think honestly and sincerely about the feelings you have toward the "nonpayer" of our products and services, because they will tell us a lot about us.

I was in a situation, when creditors were literally "breathing behind my neck" for several months and kept asking me when I would finally pay my bills. Some even threatened that they wouldn't provide their services and sell their products to me. Tormenting "persuasions" and "apologies" via e-mail, telephone and in person followed. I had to explain to all my business partners, to whom I had overdue payments, why did it come to this situation and ask them for understanding.

This kind of "apologizing" and "persuading" consumed a lot of my energy and mentally drained me, but I had no other option, because at that moment, despite my effort, I just didn't have enough income to settle all overdue payments. One of the solutions was to get a bank credit, but it wouldn't have solved anything really because I would have just switched creditors. The only smart solution available was to gain new clients, new contacts, nurture the contacts with the existing clients etc.

In short, I was thinking about how to increase business operation to pay overdue payments as soon as possible, although intrusive creditors drained

a lot of energy from me wanting their money right away. On one hand, I understood their point of view, but on the other hand, I realized that not all people know the laws of money and I too was still learning them at that time.

I tried to explain to the creditors that they shouldn't pressure me too much, because they only took away my energy instead of giving it to me, but I fell on deaf ears. Their mantra was always the same: "Pay, pay, pay...!" The only thing I could do then was to follow the only mantra available in that moment: "I bless my creditors for their understanding that I can't pay them yet and wish them an even more successful business." This was my only hope, only chance, because I didn't know any other.

At the same time I had another mantra: "Thank you, God, for all the blessings that I have and receive. I'm grateful! I trust life!" So instead of anger, love, trust and gratitude filled my heart. Because I didn't want a violent solution but have trusted and been grateful, the situation began to resolve itself into the right direction step by step and to the satisfaction of all parties involved. My business started to grow, I was paying off my debts one by one, and we were all pleased - the creditors, the clients and I. A victory for trust and gratitude!

I don't know how the situation would have developed if instead of the energy of trust, gratitude and blessing, I nurtured the energy of fear, anger and distrust. I learnt a lot from that situation, especially that nothing can be obtained by force, be it payment of overdue credits, bills, increase of business, or improvement of self-image. Like a million times before, the ancient saying was confirmed again: "When the student is ready, the teacher comes."

The best advice I can offer you is that when you find yourself in a similar situation, put all your anger aside and fill your heart, body and spirit with

gratitude, trust and love, and bless the creditors, the debtors and yourself. Perhaps some of you will find this advice a little far-fetched, but I heard it from others too. The miracles come, when we are ready to leave the situation to God's guidance. Surrender, not fight, leads to the goal and the solution.

LIFESTYLE OF THE RICH

Recently, I came across a very interesting interview with Mr. *Franc Strgar*, who became rich in the USA in the construction business, especially with bridge, road and parking garage designing. His most famous project is a 2 km long and 500 m wide High Bridge over the Mississippi river in Minneapolis in the state of Minnesota. If you see a white Cadillac with American licence plate Franc, now you will know who that is.

What was so interesting in the interview? His definition of life, money and becoming rich. Franc said: "A man has to have a basic income for a decent living and to take care of himself and his family. When he dies, it doesn't matter whether he has two, five or twenty million dollars. What matters is that he enjoys in whatever he is doing.

Nobody wants to work to have a loss, however, I know many rich people, who suffer all their life, because the more they have, the more they want. They live in constant fear to lose all their wealth, they are afraid for every single cent. When they die, their children sue each other in court over the wealth and the money is spent on the court and the lawyers."

In the interview, Franc also describes the lifestyle of the rich: "Wealthy people are like any other people: They talk about vacations, travels, problems with their children, wives, husbands. The difference is that they sit in more expensive restaurants, stay in better hotels and drive better

automobiles. They have the same problems as the people with less money, often even bigger ones."

The interview continues with some extremely powerful words on wealth: "The wealth isn't in money (besides the basic need for living), it is in health, clear conscience, freedom. Without these, money has no value. Man has to be simple, respect others, it doesn't matter what he has, but what he is."

If you read the interview more closely, you can see that the rich aren't that different from the less rich, they aren't a special "race" and they don't possess any special psychophysical abilities. But the rich are different from the poor in two small things, which are essential for success. These are thought orientation and the energy they emit. The rich people literally emit the energy of abundance and the more of it they emit, the more of it they receive.

In the well-known phrase "The rich are getting richer and the poor poorer." is hidden the big secret to success if we, of course, understand it, or are even capable of understanding and comprehending it. Let's take a deeper look at the previously-mentioned sentence on a different level, through the level of energy and natural laws.

We will take into account two laws of nature: *the law of attraction* and *the law of cause and effect*. We will start with *the law of attraction* that says: "We attract those, who are similar to us," and transfer it to our sentence that the rich are getting richer and the poor poorer.

You don't have to be a doctor of economic sciences to recognize the simple truth – you are, what you think you are, and with your thought orientation and energy you attract people, who are similar to you. According to this law, the business opportunities are attracted by the rich, while they evade the poor. However, we shouldn't take it literally, because the poor also get

the opportunities to become rich, but they have different thought energy that surrounds them.

A poor person emits the energy of shortage; in his mind he only sees pictures of poverty, hunger, despair. On one hand, he wants to change it and come out of his misery, and on the other hand, this isn't possible till he changes his mental pictures.

Perhaps we are really poor right now, without money, maybe even hungry, but all this can change, when we change ourself and start to work physically, emotionally and spiritually on a new vibration – on the energy of abundance. Imprint in our thoughts pictures of abundance, because this will be our entry ticket to dig ourselves out of where we are.

Another thing that separates the rich and the poor is hidden in *the law of cause and effect*, which I discuss at great length in this book. *The law of cause and effect* says: "You reap what you sow," or in other words, "Thoughts are *causes*, states are *effects*." And we are again at what I mentioned earlier – in our thoughts, the energy that we emit, hides the secret to success. If you look even deeper at *the law of cause and effect*, you will see that giving is extremely important here.

WEALTH IS NOT JUST MONEY

It is true what a poor man asks himself: "What can I give if I don't have anything?" But do we really have nothing to give? Think for a moment, what could we give to someone if we didn't have any money? What does make people really happy besides money and material goods? Let's feel giving on a spiritual level and see what we could give to our closest ones without spending any money.

What can we give to our closest ones in this case? Let's start counting: a hug, a positive word, a kiss, encouragement, a bunch of flowers that we picked yesterday on the meadow, a wonderful tree leaf that we found in the woods, or we can take them on foot to a place with a beautiful sunset, we can spend free time together, we can arrange their garden or help them clean their room.

We can begin training in giving of immaterial things today, we only have to have the will, time and desire for it. When we selflessly give part of ourself, we unknowingly change our thought energy and orientation, because we begin to realize that despite all we can give a lot to our closest ones and the world.

Knowing that we are worthy and that we can give, directs us on a path of positive thinking, better communication, relaxation and self-image. All this is interconnected - namely, as within so without. Material wealth is the result of our inner orientation, when we learnt "to connect" with the energy of abundance, giving and receiving.

The circle of energy must flow continuously and we can't keep things, which come into our life, only for ourself and just grab and grab. There are people, who continuously grab, grab and grab, and it doesn't matter if it is services, money or products - they are only receiving but not giving anything, however those, who don't give, will lose everything they have (it will be taken away from them). This is written already in the Bible, in which we can also find much useful wisdom for becoming rich.

On an astral level, souls create all the appearance, in which they live, with their will and mental images (if you don't believe it, read the book *Seven Steps to Eternity* by *Stephen Turoff*), and if it is possible on an astral level, we can do similar on a physical level.

True that we can't materialize our physical appearance in an instant (only rare people are able to do that, like *Sai Baba*), but with a lot of effort of will and persistent repetition of mental images and invested energy, anyone in a particular time period can, first in their thoughts, then in reality, create what they want.

Effort of will is for many people too big a mouthful, because it requires several months or even years of persistent work, repetition and thinking. If we didn't invest enough effort of will, our own energy and firm trust in our thought creation, it won't come true. Many followers of various esoteric teachings read countless books on the subject, but they don't pay enough attention at reading and studying to test every teaching they heard or read about.

IS THERE A UNIVERSAL METHOD OF GETTING RICH?

Methods of getting rich don't work for all people the same. For some people they work in one way, and for the other another way. There is no general magical method of becoming rich and earning money. Disappointed? Well, if there were one, then everybody would already be rich and would get rich in the same way, but we know from experience that it isn't so. Why doesn't everybody become rich? Which principle of getting rich is the right one?

Our point of view of getting rich is mostly from a physical level, from the world that we see, but we are too little aware of the "invisible" world and the purpose of our soul. To understand, what I'm telling you, you have to know *the law of life's mission*. Every one of us has a purpose or life's mission, even though we sometimes aren't aware of it and have to discover it during the tests and trials on our life's path.

As I already mentioned several times in the book, we are spiritual beings, who came to this planet to get their material experience and we are definitely not, as we tend to think often, physical beings, who came to get their spiritual experience.

For the life we live right now, we have already chosen before our embodiment in this dimension our family, parents and the trials we will go through in our life here. From this point of view, someone chose a rich life and someone a poor life in this life, because as a soul he wanted to experience that dimension of the physical level of living.

For this reason, our life's missions differ and no two people have the same purpose and experiences, therefore, the recipes for success of *person A* work for one group of people and the recipes of *person B* for the other group of people. Similar is with the healers, because *healer A* can heal one group of people and *healer B* the other group of people. The ancient wisdom from the Bible "Seek and you shall find; knock and the door shall open" holds also true for getting rich and for the philosophy of life's success.

We have to find our own path and get our own experiences, while getting help and support from various teachers of life's truths and literature on the same subject. Someone will have to move hundreds of rocks of wisdom and look what hides beneath them, and someone only one and already he will find what he was looking for. The paths and attitudes are different, so it depends on our will, determination and clear purpose, how fast we will get and achieve what we want.

Be aware that we are the magnet of progress and abundance, and that with giving we not only help others but ourself as well. Let the attitude *The More You Give, The More You Receive!* guide us at earning money and getting rich too, because the more we will think about how to make someone's work and life easier, the more business opportunities we will get. One thing will

lead to the other and the life of wealth won't be only an illusion but our new reality.

Chapter 7

**LET IT BE –
AND WE WILL SUCCEED!**



NOTHING CAN BE DONE BY FORCE!

Open a tap and let water flow for a few moments on our palm, then try to "grasp" it. How are you doing? Were we successful and "grasped" the water? We're not doing well, are we? The more we try to grasp it, the less successful we are. When water flows, we try to close our palm by force, but it can't be done. We try once, twice, three times, five times, ten times, and the result is always the same - nothing! What are we doing wrong? Why can't we "grab" the water?

We keep trying and trying, but fail over and over again. One day we simply decide to put our palm directly under the water flow and let it flow onto our palm. Right then we realize that the water just "grasped" our palm, even though we didn't do anything but hold our hand under the flow. Similar happens in our life; we get something as if it fell from heaven, or we put a lot of effort and hard work into something, yet success evades us. Interesting, right?

What if we did the same in our life and just gave ourselves to the flow of life, flow of trust that everything would be resolved as we wanted it. Namely, in life we many times strive to solve certain things "by force" and the more we try, the more the solution evades us. Of course, some things are worth the trouble, time, money and energy, but we also have to maintain the right level of activity and inactivity if we want the solution as soon as possible.

In the chapter on *Natural laws* I said that after low tide comes the high tide, then again the low tide, the high tide, the low tide, the high tide... If we look at any kind of undulation (vibration), we determine that there are alternating levels of activity and inactivity present at it. Many times I wanted to do certain things "by force", as though this has to be like this and

no other way, but in a situation like this, with this "forced" attitude, I always failed. Few examples from my life:

- I wanted to do an interesting seminar with various Slovenian lecturers. The day of the seminar was getting closer and I didn't have many applications. I panicked and I tried to get new participants with all kinds of advertising, discounts and other things. I tried to establish the desired state – the seminar – by force. The more I was trying, the less successful I was. In the end, I had to cancel the seminar. This "lesson" cost me quite a bit, however, I learnt that nothing can be done "by force".
- For more than a year and a half, me and my girlfriend have been enjoying a wonderful relationship, filled with love, trust and understanding. However, two years ago, I was intensively "looking for" a partner and kept failing. The more I tried, the worse it got, and some day I just decided not to "look for" a partner but to leave myself to the trust that everything would resolve itself as I wished. I gave myself to the wisdom "Don't seek, and you shall find", which many people experienced when they were looking for a partner. I became aware that I need to "let it go", act as little as possible in that direction, give myself to the endless wisdom of the universe, and to trust, because only that way time would come when the right partner would enter my life.
- In the past when I was looking for a job, I was looking really intensively, because I sent more than 300 job applications. I wrote to companies that weren't looking for new employees, some were recommended to me by my friends and colleagues, and some I found in the newspapers. I was looking for a job in hot summer days, because I lost my last job at the beginning of the summer, but despite my strong determination, effort and time I was unsuccessful. To be honest, I wanted to get a new job "as soon as possible" and "by force", because it wasn't pleasant listening to my friends, colleagues and family, asking me when I would get a new

job. When everybody is "pressuring" you, you want a quick solution as well, but it doesn't come because you don't act with the energy of trust. Luckily, I soon realized that it wouldn't work that way, and from then on looking for a job wasn't a burden but a joy, and the results were positive too.

There were many more examples, when I left the whole situation as it was and did nothing, and I'm convinced that you too have numerous examples like this, when the principle "let it be" lead you far ahead.

HOW TO USE THE "LET IT BE" PRINCIPLE IN PRACTICE?

What changes so much when we give ourself to the principle "let it be"? The most of all changes the energy that we emit. When we want something "by force", we act in the energy of fear and distrust, which causes that we get exactly the opposite. Instead of becoming the magnet for abundance, progress and trust, we become the magnet for distrust. We can change it all literally overnight, if only we are willing to give ourself to unlimited trust, gratitude and let the whole situation be for a while.

By changing our own thought orientation and consequently energy that we emit, we can achieve real miracles in any area of our life, be it partnership, employment, business, fulfilling relationships, children...

It is not rare that a couple wants a baby and so all days they live in the hope that that night they will succeed in "making" a baby. The wish and intensity of the couple are too strong, so everything leads in the opposite direction. What should we do in this case?

It is quite simple – use "let it be" when "making a baby" and give yourself to sexuality to enjoy it, not to think about whether we shall succeed this time

or not. Acting in a so-called "cramp" won't lead us far, because life is not a goal, life is a path.

Learn to have fun on this path as well (children, looking for a job, new partner...), be glad of every new moment and have trust into the belief that the solution is waiting for us. When we will be ready for it, the most beautiful thing will follow – that what we wished for.

Let us turn to nature for a moment and look at all the shapes that we can see in it. When watching and observing attentively, you will notice that there isn't a shape in the nature, which is completely flat. Even a river doesn't flow completely straight but it has its twists and turns, just as our life's path. Success isn't a straight line, which goes from one point to the other, but a winding path, sometimes steep, sometimes flat, but if we know how to listen to our heart, our heart's desires and "let it be", the desired result will come much sooner and with less effort.

The principle "let it be" holds the key to success of many champion athletes and teams. True that training is extremely important, but if we can find time for rest before an important game, we will play much better.

I followed the principle "let it be" while I was studying at the Faculty of Economics, because I always rested more than studied the day before the exam. On the last day, I just quickly went over my notes, then I closed the books and notebooks and went out to play basketball, cycling or for a walk. I practiced this approach for all five years of my studies and it turned out to be incredibly successful.

I had similar experience with the principle "let it be" in the secondary school, when I was actively interested in athletics for two years. I was throwing a javelin, to be specific. I remember how a day before the competition the coach pressured me and wanted that I gave the best I

could. And indeed, at the practice one day before the competition I gave the best I could, but the next day on the competition the opposite occurred.

Once or twice I followed the procedure that the coach gave me, but then I explained to him that I had a different approach and if he was prepared, we could try it before the next competition. He agreed and on the day of the competition, I was so good that he just couldn't believe it. Yes, even in sport you have to know and use the principle "let it be" and better results will follow soon.

Exerting oneself a day before an exam or a game won't help us, because we have to use that day for resting, relaxation, meditation and visualization. Many coaches in top-level sports find this approach completely illogical, yet I know from my own experience that it works. If you are a champion athlete, I suggest that you follow the principle "let it be" before every game or competition and you will definitely see better results and success.

Similar is in the business world if we know how to use the "let it be" principle in a troublesome business situation and direct our energy into creativity, and not directly into the problem solving. Namely, it could turn out that a winding path is even better than a direct, "forced" and "coerced" solution. Take some time and distance yourself from the situation that troubles us, and look at it as an independent, objective observer, evaluate it from all possible viewpoints and write down all ideas that come into our mind.

Many an idea will seem a bit far-fetched and totally useless, but with the combination of several "useless" ideas we could get a fantastic solution, which we wouldn't have thought of from our previous perspective.

We should always keep in mind that in every crisis hides a seed of even greater opportunity and that no situation is as bad as it seems at first. In the

business area, I thought at first how bad it was that it happened, yet later it turned out so that it couldn't have been better. "Misfortune" was in fact fortune and a gift of the universe.

As we could see from the described examples, the key to solution lies in our ability to calm down the adrenaline and to "let be" the whole situation, and look at it as an independent observer. I'm aware that sometimes it is difficult to be objective, nevertheless, try to be less emotionally involved because feelings that are too strong cloud our mind, so that we act completely inappropriately and cause even more damage and bad will.

Think how to use the "let it be" principle in your own personal and business life, sport and relationships. Despite the illogicality, the principle "let it be" by its heart coincides with the principle *The More You Give, The More You Receive!* that I discuss in this book, because with the use of the "let it be" principle we become part of the universal wisdom, which always and everywhere knows the best solution to a problem. We have been taught to go slowly for centuries, but we want to do everything quickly and in a rush, instead of "let it be" and get more the easier way.

Chapter 8

CO-INCIDENCE IS EVERYTHING



MIRACLE "COINCIDENCES" THAT CHANGE OUR LIVES

Let's take a look at some of the "apparently" unrelated examples:

- We go to the library, but we can't find the book we are looking for. Even though we looked everywhere and according to the database the book should be available, we can't find it even with the help of the librarian. When we search the shelves, we find some other book, which catches our attention, in the place where "ours" should be. We decide not to look for "our" book anymore and intuitively take the other one home. While reading it, we see that it contains the exact information that we were looking for! Was it only a coincidence?
- During the bus ride we switch between different radio stations, trying to find the right music, which would relax us and create a pleasant atmosphere. When we went over a great number of stations, we stop at a talk show, in which they discuss the latest successful book, we haven't heard about. As soon as we can, we stop in the nearest bookshop and inquire about the book, and when we read it, we find extremely important information in it. A coincidence?
- The seminar, which we planned to organize, fell through despite the promotion and invested energy, because we didn't get enough applications. Even though we firmly believed in our success, the least expected occurred - by some strange "coincidence", three days before the seminar a number of participants cancelled. After checking the applications, we determined that there still weren't enough to do it. Later it turned out that the cancellation of the seminar was the best possible thing that could have happened. Was it a coincidence?
- With a colleague of ours, with whom we were befriended in the past for several years, we lost touch and when we were intensively thinking

about him for a few days and how to get in touch with him again, we get an e-mail from him or accidentally run into him on the street. Was coincidence part of this as well?

- We are looking for a new business opportunity and decide that we will write to Mr. X, who has a web site, about possible business cooperation. For a few days, we intensively think about the offer and to send him an e-mail. A day before we do it, Mr. X writes and contacts us. A miracle or a coincidence?
- We have "problems" with a business client, who hasn't paid us yet for our services. Right now, we need his money badly, because an unexpected business opportunity presented itself, which required financial means. What now? We decide that instead of sending anger to the nonpayer we will send him positive thoughts and wished him a lot of success and bless him for a timely payment. Miraculously, a few days later we receive the payment from the nonpayer. A coincidence again?

THE MEANING OF COINCIDENCES IN OUR LIFE

These and similar examples of "coincidences" happen a lot in our life, but the question is if we are ready to recognize them and get the best out of them. What is a coincidence anyway? How can we define it?

Many people think that a coincidence is an event, which occurs independently of the others, just by itself, and that there is no connection among various events, as well as no cause. We should remember that for every event, which happens to us, there is a reason. Sometimes the reasons are more hidden and we don't see them right away. But there is always, always a cause!

The more we study the coincidences that occur in our life, more connections between the apparently unrelated events we see, and more and more it is getting clear, why a particular thing is happening. At some point in our life, we start to understand the coincidences in a different way and are grateful for them from the bottom of our heart.

When I myself started looking at some events in my life from the point of view of "coincidences", I began to better understand, why certain things were happening to me and which steps should I take next. Everything came into some divine order, which has its own purpose, and when I look at all that occurred to me so far, all events, the good as well as the "bad", get a completely different meaning.

People and events come into our lives with a certain aim and some time later, after many years, it will perhaps turn out that the appearance of a particular person into our life was the best thing that could have happened. Think for a moment, how some events, which at first seemed essential and important for our life, development and path, changed the course of events in our life.

- When we went to a seminar, we met a nice young woman or man, who later became our partner.
- While browsing the Internet, we were searching for one particular web site and found some other. Later it turned out that we will have a long-term cooperation with that company.
- We thought how nice it would be to meet a famous Slovenian speaker and book author. First, nothing happens, few weeks later that person "by coincidence" comes into our life and we find out things from him that literally enlighten us.

- We were considering buying a new car, but we didn't have a buyer for the old one. A friend of ours tells us that there is a web site with used car classifieds on the Internet. In less than 24 hours from posting the ad, we sell the car.
- All our friends advise us to enroll to a different faculty, even though we believe that the one we chose is more suitable for us. Well-intentioned advice comes from all our friends and acquaintances, but then it occurs that we "by coincidence" meet a person, who gives us the right information, and we decide for the faculty we chose.
- We search like mad for a new apartment, we have done everything possible, yet we can't find one, and moving out of the old one is right around the corner. We are completely desperate, when an acquaintance of ours tells us about a friend of his, who is renting an apartment. As soon as we see it, we make a decision – this is it!
- While "running" before the hail after we noticed a rainshower, we take shelter under a tree. It starts to hail really badly, yet our car is undamaged, because we were protected by the tree. When the rainshower stops and we come out of the car, we see that all other cars are severely damaged. When we want to drive away, we notice that while we were "running" before the hail, we drove over a sharp edge of the road and the tyre got punctured. We are angry but we know that a new tyre costs far less than the repair of the car's body.
- On a faculty entry exam, you sit beside an incredibly attractive young woman and get into a pleasant conversation with her. You are entirely enchanted with her and in a certain moment you realize that if you don't pass the entry exam, you won't see her ever again. The new acquaintance motivates you even more to do your best on the exam.

These and similar "coincidental" events that dramatically affect the course of our life are part of everyone's life, but it is necessary that we learn to recognize them. The most important by these "coincidences" is that the more of them we detect, the more often they occur.

Suddenly we realize that our life is lead by some divine perfection and that all events are interrelated, because they happened with a reason. There are no "coincidences" in our lives, and the sooner we become aware of the connections between them, the sooner we will discover the purpose of our living, creating and acting.

Chapter 9

FAIR AND CREATIVE BUSINESS



BECOME AN ENTREPRENEUR WITH A VISION

To become a businessman and start our own business we need determination and courage, and a clearly set goal of what we want to achieve. Or in other words, we have to be aware of our mission, purpose and vision, and not to see ourselves only five years in the future but 10 or 15 years in the future. By having a firm belief and positive energy, the vision that we have in our heart will become a reality.

To begin a business path you don't have to have a lot of money and capital, but more importantly, a clear purpose and vision. Practically all big and successful entrepreneurs started by working in their basement or a garage. That way quite a few of today's corporations were born, e.g. Microsoft, Apple and Amway, not to mention many others that are less known but still very successful companies.

Starting small and then persistently upgrading our work, goals and vision is a path, which will lead us to where we wish to go. Every one of us has hidden talents in him, still undiscovered gifts, as well as the power to make our dreams come true. Dream big, build step by step!

DEVELOP BUSINESS STEP BY STEP

I know an entrepreneur from Slovenia, who started his business in a garage, where he had a small workshop. In the first years of his independent career he worked alone, he was very kind to his clients, polite, complaisant, helpful, and the price of his service was fair. In short, he was a man, who knew how to build his business step by step. Soon, the business he created grew, he started to expand and employ new people. With new people, new and somewhat higher prices came, but the quality of services done was still very high.

The company expanded day after day and not only due to successful sale, but also due to numerous leasings and credits. New and new credits were taken, new business buildings were built, new personnel was employed, milk and honey started to flow, and the local magnates often visited the businessman at his home, where they had luxurious dinners. According to the impression or the image that was created in the public, the company was supposed to be successful, trustworthy and doing very well.

ALL THAT GLITTERS IS NOT GOLD

However, not all is gold what glitters, and soon the first cracks started to show because the employees didn't get the salary they earned, they were underestimated, underpaid and a worker, who is underpaid, is dissatisfied. Soon, the best employees left the company due to too low salaries and irregular payments.

New employees replaced them, but mostly they lacked the experience and didn't know how to do the quality services for the price that the company demanded. They realized quite a few projects, for which they got paid a lot of money, even though the initial invoice was different. Their production quality was questionable and more and more reclamations started to come every day.

Good news travels fast, bad news travels faster - a dissatisfied customer spreads his dissatisfaction with the services performed even more impetuously to all his friends, acquaintances, co-workers and others. Think of yourself, when you are offended, angry and upset if you are dissatisfied with the service or the product, which we paid for quite a bit.

The company's negative promotion was becoming more and more evident, there were fewer and fewer clients, the employees were coming and going

and after few years of agony, the inevitable happened – the bankruptcy of a once successful and prospective company.

What mistake did they make? What went wrong in the company? In my opinion, the main problem was that the company wasn't fair and honest to its employees, because they were underpaid and the payments were irregular. The enthusiasm over work diminished, and consequently the attitude towards the clients worsened, and there was no hope for a better tomorrow because the director had a contemptuous attitude towards his employees, and so it finally happened – a collapse.

An important reason for the company's ruin was a too fast expansion of company's activities with the help of leasings and credits. If we overestimate ourselves, we soon trip and fall; therefore the step-by-step solution is the wisest solution when establishing our own business too.

PRINCIPLES OF A SUCCESSFUL BUSINESS

I think that we can learn many useful things from the above example; therefore, I suggest that we summarize the key principles of a successful business:

- Fair price for quality and timely work.
- Fast and successful solving of reclamations, when they appear.
- Nurturing relationships with regular customers.
- Positive attitude towards the new as well as the regular customers.
- Reaction according to the principle – the customer is always right.
- Go slowly and advance step by step at business expansion.

When we are determining the reasons for success or failure of a particular company, we always come to the same conclusion – it is all about the

energy, which an entrepreneur emits to his employees and customers. It is interesting to read that the most decisive reason for the success of our business is our invisible part, our energy, thought orientation and trust in the universe, and that we shall succeed and enrich the lives of other people with what we are doing.

Even though we can shop over the Internet nowadays, impersonal so to speak, without direct personal contact, there is always a reason, why we decide to shop in one Internet shop and not the other. It is all about the energy and trust that a particular web site emits. I myself know quite a few Slovenian web sites, which offer good prices, however, I wouldn't shop there out of one single reason – the company's (seller's) contact information is extremely difficult to find. Namely, we find the company's name, address and telephone number after we thoroughly searched the entire web site.

In the future, the trust in a company that sells a particular product or service will become even more important, because many more new companies, brand names and services will appear on the market. We can observe the increasing trend of interconnection of similar companies, because that way more companies share a bigger profit. Those, who will realize the importance of cooperation instead of competition, will have the doors to business success wide open.

SALE AND COOPERATION IS DETERMINED BY THE ENERGY BETWEEN US

I have had my own company since the year 2002 and during this time quite a few people wanted to do business with me, but I turned them down because on their presentation they were talking only about euros and said

almost nothing about the purpose of their business and how it would help other people.

It happened many times that I had a meeting with someone, whose mouth was watering when I mentioned that my monthly bulletin *Steps to Success* had more than 3.400 subscribers. This information made their business opportunity even more aggressive, but I didn't feel that our energies were compatible.

Personally, I find it very important how I energetically connect with a particular person, be it friendship or business cooperation. I had the most memorable first meeting with a gentleman, who was offering me cooperation in network marketing, where I would sell my books and lectures over his network of people. Everything seemed in order and at first I found the idea quite interesting, but step by step it got clearer that nothing would come from this, at least from my side.

And why not? At our first meeting, the gentleman talked and talked mostly about the system's design, how many euros would circulate, how much money would I make, and at least five times he drew a pyramid on the table, showing how the money would be divided and who would get it. All in all, he was a kind and pleasant man but he did talk about all this for over four hours.

I practically couldn't get a word in and after four hours of this marathon meeting, I was completely drained of energy. The man drained energy from me with his behaviour and attitude instead of giving it. The only thing I could do, when I came home, was to go to bed and sleep for an hour, because it was the only way to recover from that meeting.

Later I arranged to have another meeting with him, because I thought that maybe he would have a different attitude and wouldn't drain me of my

energy again. The second meeting was shorter (only two hours), but energetically extremely exhausting, because the man turned out to be someone, who wanted to be in charge and hold all the strings. There was no sign of giving of energy and mutual growth, so I decided not to do business with this man.

PURPOSE IS KEY TO COOPERATION

What do I pay attention to when I have a business meeting with a potential client? I admit that it is extremely important if I feel the person as a giver of the energy or as a taker only. If a person is a giver and the energy between us flows nicely, in a pleasant vibration, and we both enjoy in designing new projects, then I know that the other person is the right one to do business with. It is completely the opposite, if the person takes away my energy and if there is no direct contact between us.

This kind of viewpoint of a situation helped me many times to come to a decision of how and what to do about a business and cooperation. As an entrepreneur I have to know how to listen to my own intuition, which always directs me onto the right path.

When we have a meeting with our business partner, take into account one more important characteristics, which will show us how serious is this business partner and what his intentions are. In case that this person, who is in a meeting with us, really talks a lot and makes big promises, be careful, because nice words aren't the sign of a good business opportunity. Better stop for a moment and really think about what he said and observe his verbal and non-verbal communication, so that you can see his orientation and attitude.

I didn't feel the right energy of mutual cooperation with the people, who promised me financial heaven and loudly talked about how good that business opportunity was. Words are not those who speak, however, the actions are.

WHO ARE THE PEOPLE WHO GIVE FREELY?

In the business world, we know people, who are extremely successful and some of them are successful in the right meaning of the word, because they are aware that the more they give, the more they receive. When you talk to the successful and the rich, you realize that they differ between each other quite a lot in the way they think as well as the way they do business.

I found out the following - the more one is successful and rich, the more one knows *natural laws of giving and receiving*, the more one gives, be it money or in the form of one's own experiences and energy.

Some people will try in all ways possible to hide the secret of their wealth before others, because they think if they succeeded, then their competitors can too if they knew too much information. This way we start to think in a competitive way, which is a typical economic thinking and completely opposite of creative thinking.

Competitive thinking is based on the thesis that everything in the universe is limited and the same goes for the clients or customers. For the people with this kind of thinking it is necessary that they drive their competitor out of the business or even better – that they ruin him, because they think that more will be left for them.

In the short-term, more is left for them, yet in the long-term *the laws of nature* start to work (for example the law of cause and effect), which take

away everything they got by taking away something from someone else. A well-known proverb says: "The way it came, the way it went." And in it hides the seed of wisdom of the way of creative thinking.

Every one, who wants to practice doing creative business instead of a competitive one, should really read the excellent book, written by *Wallace D. Wattles* with the title *The Science of Getting Rich*. This book should represent the base reading of every modern entrepreneur.

LET US BE GRATEFUL AND GIVE BLESSINGS

With the thinking and working in the manner *more for me, more for everyone*, something unbelievable happens if we are able to see it, of course. What do I mean with this? It's simple – let us start to bless our business partners, competitors and clients, because the more successful is the business of others, the more likely it is that they will buy our products or services.

In reality, more for everyone means more for us too, even though this kind of attitude at first seems completely illogical. However, if we don't try something, how can we know that it doesn't work?

Over two years ago, when I published the book *Diamond of Life*, I found myself in a delicate situation, when one of my business partners couldn't or wouldn't settle his debts. The more I pressed on him, asked and literally begged for the payment, the worse it was.

In my desperation, when I didn't know what to do, I clung to the only straw of salvation that I had. I started to bless him and his business and at the same time I imagined in my mind, how I thanked him for his payments via e-mail. I was thinking in this way for a few days, changed my energy from

anger to love and a miracle happened – the payment, and that at the time when I least expected it.

The moment we spiritually give up money, which someone owns us, and instead of anger we think about love, gratitude and understanding, the payments will come much sooner. Every situation, even monetary, can be solved, but not in anger or by force. Even though in a certain moment our bank account may be empty, but we do have a full account at the bank called *Trust and Gratitude*, the situation we are in will solve itself quickly in our favour.

PRICE, QUALITY, SALES CONDITIONS AND RELATIONSHIP

The world we live in seems to move faster and faster. There is a trend present – have here and now, but pay later. If we walked into a car shop ten years ago and asked the salesperson if we could pay half of the price of the car now and the other half in two years (at no interests!), the salesperson would undoubtedly asked us to leave and thought that we were crazy. However, times have changed and today the car salespersons (also of other products and services) compete with each other, who will present a more favourable offer.

Some time ago I read an interesting article that nowadays in a car shop just before we buy a car, we have to ask the salesperson if we get an additional discount. If the salesperson thinks that we are a serious buyer, we will perhaps get an additional discount in the amount of US\$ 500 or 1.000. To ask is not a sin - we can save a lot of money if we dare to ask for a discount and have just a bit of haggling or negotiating skill in us.

Sometimes the price is of key significance to make a sale, but so are the clients, for whom the price isn't important, however they decide for a

purchase based on the quality of a product or service and reputation (image) of a particular brand.

As we can see, we can't set a general rule of what is more important - the price or the quality, which is why we will have to look deeper into the client's way of thinking. A kind word, a smile and creative thinking in a way that with all our heart and honesty we make an effort for the client, will help to increase our sale much more. Not only does the price matter, but our attitude as well!

In the business world, there is this so-called *Pareto principle*, which states that 70 % of all sales are done by 30 % of our salespersons and that 30 % of the money we make with sale, we get from 70 % of our salespersons. To summarize, only 30 % of our salespersons is really successful at their work. However, I did determine that the variant of this rule was applied in many other cases too, but in a different manner. Thus, for example, approximately 90 % of my clients settle their payments in time or even before the due date, while 10 % of them pay late or don't pay at all.

Let us think in a similar direction for a bit – 80 % of the products we sell will create 20 % of the income, while only 20 % of the products will create as far as 80 % of the income. We have occasional contacts with 80 % of our friends and we see and hear 20 % of our friends almost every week, but we spend as far as 80 % of our time nurturing the friendships of these 20 %. I suggest that every reader by himself thinks about similar examples from his life. I'm convinced that the ratios 90/10, 80/20, 70/30 or 60/40 are true for most of the situations that come are way.

ENERGY IS THE ONE THAT SELLS

We have talked a lot about energy and how it flows between business partners, clients and family members. However, energy has one other form. Take for example, if we give to writers from two different companies the project to write a flyer for our product or service, which would accelerate our sale. We pay both whatever they demand and provide them with the same information, included in the same file. In our database, we have 1.000 clients and we send one flyer to one half of them, and the other flyer to the second half. Then we wait for the response...

When the first reactions start to come in (the flyer also contained a coupon for free testing), we can't believe how different the responses to both flyers are. To the first flyer, whose author was more expensive, we got a 10 % response, and to the second one, written by a cheaper writer, we got a 35 % response. Why such a difference?

The databases didn't differ, because we made them randomly and didn't make any differences between individual clients. Was it the difference in the flyer's design? Was it the arrangement of the text? Was it the use of colours? Yes, these were all the differences, but the most obvious one was the difference in the energy of the words, which were used by only one writer, while the other one didn't.

The success of a particular sales action depends also on thought orientation and the trust of the writer into the product, for which he is writing the text. If he believes that the product is worthless, but still accepts the project because he knows that he will make a lot of money with it, the success will be totally different from the writer, who believes in the product, likes it, and finds it extremely attractive and useful.

Everything is energy, and so our trust in our own products and services, in the words that we say and use at the presentation, reflects in the success or failure of the sale.

The sooner we become entrepreneurs of the new age and start thinking, how to create more for everyone not only for ourself, i.e. act according to the principle *The More You Give, The More You Receive!*, the sooner our business will grow and the number of satisfied clients will increase dramatically. When we think creatively and not competitively when doing business, the universe generously supports us in our intentions.

Chapter 10

DISCOVER YOUR HEART'S WISHES AND MISSION



WHAT IS OUR MISSION?

Already in the early childhood when we were 3 or 5 years old, our parents began to lay all their hopes, dreams, wishes and goals into us. If, for example, our parents didn't have the chance to go to a faculty or do sports, they started slowly to implant these wishes into our mind. Some of us have listened to their wishes and dreams, some haven't.

My mother had an entirely different idea of how my life would be like. Her big wish was that I would be an assistant at a faculty. Her wish is praiseworthy, however, I never saw myself working in an academic environment of a faculty, because I'm someone, who loves freedom and creating things in one's own way.

When we came to the first grade of primary school, our parents, teachers and people we came into contact with started to ask us what we wanted to be or do, when we grew up. Our answers were very different - from an engineer to an astronaut, from an opera singer to a pop star, from a scientist to a top-level athlete.

Sometimes our desires and "dreams" got support, but more often than not we got the following reply: "This is impossible. How do you think that you can succeed in this that requires a lot of money, which we don't have?" Our dreams were shattered to thousand pieces and we entered into the real life, where people are continuously killing our dreams, wishes and hopes.

Then we grow up and it is time to decide what we are going to do or study, yet we don't know, which direction we should choose, because in the past our parents and teachers made fun of us in front of the others, when we told them our dream profession.

With anxiety in our heart, we are considering, whether this choice will be the right one, whether our parents will support it, or if we should just choose the path that our parents selected for us a long time ago. In this manner, fear and confusion come into us and we don't know which path to take. We find the answer at school psychologists and counsellors, because they are the only ones willing to listen to us and send us to tests, with the help of which they determine for what kind of work we are "suitable".

This way my acquaintance Andrew, who has some trouble with motor functions due to a mild form of cerebral paralysis, was marked by "the counselors" and their tests as most suitable for being a gardener, even though he had completely different wishes. Luckily, he didn't listen to their advice but his heart, and so he decided to study law. Today he is, despite all kinds of predictions, an extremely successful lawyer.

His case is not one of a kind, because school psychologists wanted to send me to a special school because of my partial deafness. In short, advice from school psychologists and their tests for determining, what is the most suitable profession for someone, shouldn't be taken for granted. Look at their findings just as a piece of information and decide on your own, what to do next.

RECOGNIZE YOUR HEART'S WISHES

As we can see, we can determine our mission only by listening to ourselves, to deepen into our wishes, dreams, hopes, goals, expectations and take a look at what makes us happy most. Which work is the one that we would do with pleasure and joy in our heart? Sometimes we are enthusiastic about a certain activity so much that we would do it without being paid for it. Maybe this activity, which we would do even for free, is our life's mission!

Already in one of the previous chapters, I was discussing how the youth was under a lot of stress, when they have to decide at the age of 14 or 15 and later at 18 or 19, which school or faculty to go to. I received quite a few letters from desperate young people, who asked me, which faculty to choose, because they want to study one thing and their parents want them to study something else because theirs would be a cheaper and smarter choice – and there's the confusion.

I replied to all of them with the same answer: to listen to themselves, their soul, and their heart because only there lays their true answer. Our mission isn't something without us, but something that hides within us and that we have to discover. Some are very successful at this "search", some a little less, and some don't find their purpose at all.

In a way, people wish that someone else told them, which way to go, because then they could put all the responsibility on someone else. This way they somewhat protect themselves before a possible failure, since it is much easier to say: "You are to blame for my failure, because you advised me to do this work (go to this school, choose this partner etc)."

Don't place responsibility on someone else, because that way we only give them the power to control us. The only person, who has the right to decide, what he wants to do with his life, how, where, and with whom to live, is me alone. Responsibility for my life is exclusively my own!

NO EXCUSES!

Often we would like to pin responsibility for what happened to us on someone else, be it our parents, friends, teachers, colleagues, partner, co-workers, the country, the system, the company... Yet another time we look for the excuses in our age, youthfulness, education, or disability, as if due to

these "limitations" and lack of time we can't succeed in our life and fulfil our purpose.

Placing responsibility for our failure on others is characteristic for weaklings, people without a backbone and their own will. But we aren't like that, we are the ones, who take responsibility for our actions and are aware of our potentials.

If we want to live a fulfilled life, full of love, joy, and happiness, we have to invest something in it first. Sometimes it even requires that we sacrifice something e.g. our free time, and with more invested effort now, we later enjoy the results in all their fullness.

How many times did I find myself in a situation, when I had to do certain "unpleasant" work. I was putting it off for hours, then for days, then a week, a month, and the work that I didn't feel like doing still had to be done. This undone work was taking my time, energy and will, but some day I decided to eat this "live frog" (like *Brian Tracy* beautifully describes unpleasant but necessary work).

To eat "a live frog" means to do something that is extremely hard to do in a certain moment. It isn't necessary that "the live frog" applies exclusively to business; it can apply to vacuuming your apartment, mowing grass, washing the dishes, shopping for groceries on weekends, or cleaning your room. I learnt that if I overcome the unpleasantness for 15 or 30 minutes and just do what needs to be done, then I enjoy the rest of the day much more, because I'm doing what really makes me happy and enthusiastic.

EFFORT OF THE WILL IS KEY TO REALIZING YOUR GOALS

To eat "a live frog" requires that we invest a certain amount of energy, or in other words – effort of the will. As seekers of life's, universal and esoteric truths and teachings we know that for every single thing we want to get we need to invest some effort of the will.

Effort of the will means that we direct all of our thought energy into the realization of our intention, because only this way we will succeed. *The More You Give, The More You Receive!* holds true at realizing your goals as well.

In esoteric literature, we quite often see that the effort of invested will is the key to realizing one's goal. What does it mean? It isn't enough to just write down your goals and then sit and wait, and hope that they would come true. The world doesn't work by these principles, because first you have to invest something if you want to receive something. For a moment, let's stop at setting and realizing one's goals and visualizing them.

At visualization, two approaches are possible. One is that I see myself as an actor on a big screen in the cinema, meaning that I look at the whole "film of my life" as an independent viewer. The other approach is similar to the first one, but with the difference that I see myself first as the main actor, meaning that if I visualize a drive with my dream car, I feel in my body, mind and spirit, how I hold the steering wheel, how I drive away, how I drive the car, and to its entirety feel, what kind of divine feelings go through me during the drive.

In practice, both approaches of visualization turn out as effective, however, the second one, when I see myself first as the main actor, is more effective, because that visualization is realized sooner.

When we are performing visualization, effort of will that we invest in it is also important at its realization. Namely, the more psychic energy we invest into our thought creation, in more details, more often and the longer we persist, the sooner it realizes. But it is also necessary to be aware that no process can be accelerated or come to a solution "by force".

GOALS SHOULD BE REALIZED GRADUALLY AND WITHOUT FORCE

Of great help in understanding the above-mentioned words will be Chapter 7 (If you didn't understand it completely, read it again.), when I discussed the "let it be" principle. Visualization should be to everyone's happiness and not a burden, because something that presents a burden to us isn't done with the same enthusiasm and can be seen in our final results.

When visualizing and setting our goals, we have to pay attention to something else – to gradual realization of our goals. There is quite a lot of literature on personal and spiritual growth, where the authors state that it is necessary to think big and have big dreams and goals. I agree, however, only in part. It is true that we should think big, but do everything gradually. The easiest way for you to imagine, what I want to say, is if I give an example.

We have read a book on personal growth, where the author talks about the importance of setting goals. All enthusiastic about the author's message, we write down our goals onto a piece of paper, in the right way, meaning *in the first person singular, affirmative form and in the present tense*. This is all very fine, but when we were writing down our goals, we made a key mistake - we didn't take into account the principle of graduality. Right now our monthly income is US\$ 650, however, inspired by the author's words, we start to

think big and for the next year our goal will be a monthly income in the amount of US\$ 5.500.

The specified goal (US\$ 5.500) is honorable and praiseworthy. Every one of us deserves a monthly income that high. No exceptions and all joking apart! We deserve at least US\$ 5.500 per month, because we need to think in abundance, big and get the thoughts of abundance into our mind, body and spirit.

However, there is a problem by this kind of big and not too well thought of goal setting, which is essential to reaching our goal. What is it? If we make US\$ 650 right now, then the goal of US\$ 5.500 in the next year is absolutely too high, because our subconscious won't accept that such a monetary "jump" is possible.

THE POWER OF SUBCONSCIOUS AND TRUST FOR REACHING YOUR GOALS

Our subconscious is very susceptible to our suggestions, and at the same time it is also "stupid", because it believes every statement that we hear or say ourselves. When someone says that we are stupid and dumb, we completely believe him, because we have a pretty low self-image and weak self-esteem.

The subconscious accepts the statement that we are a fool as real and it believes: "Hey, guys, did you hear what my boss said to me? He said that he wanted to be a fool. Well, let's help him and realize his wish of being a fool." It sounds cruel, but this is exactly how our subconscious works.

If we wanted to get to the US\$ 5.500 soon as possible, we just have to implant into our mind a real possibility that at first we should earn US\$

1.000 per month, for example. When we realize it, we become more self-confident and see that it is possible to increase our income, so we set a more ambitious goal, for example to earn US\$ 1.350 per month. Again, when this is realized, we become more self-confident, gain trust and an affirmation in our life - the setting of goals works! Step by step, and soon we reach the US\$ 5.500 of monthly income.

The setting and realizing of goals is as much successful as the power of our trust and confidence in the realization of the goal are and as much as we think that we are worthy of the set goal. The US\$ 5.500 of monthly income written on a piece of paper is of no help to us if we deep within us believe that we don't deserve and aren't worthy of so much money. Without exception, we always have to set the value ourselves with our way of thinking.

Some authors suggest that we should repeat affirmations, which they wrote down in their books and that that affirmation helped many people to reach their set goal. At this point I have to mention that even an affirmation is successful only as much as we believe that we are worthy of it or how much psychic energy we invest in it.

The affirmation "I am rich" is formulated completely in the right way, because the sentence is in the positive form, in the present tense, in the first person singular, the only question is, how much do we consciously and subconsciously believe that we are rich, while our bank account is in the red and that soon we will get more bills to pay. What now?

Let's change this affirmation, so that it would seem as if it is already becoming true. If we repeat daily to ourself "I (*your name*) am richer every day" or "I (*your name*) am getting rich every day", we can sense a completely different energy in these words. Namely, our subconscious will accept this

statement much easier and faster, because it is (already) becoming true step by step.

Never have doubts about your realized goal or realized affirmation. If we are in debts, don't talk about it to your friends, don't discuss the lack of money, don't think on the current state, but work in the opposite way – say to yourself that we are becoming rich, that we settle part of our debts every day, and that abundance is on its way.

The wealth isn't ours at the moment, but it is on its way and will reach us any time now. Work in the direction that the wealth is on its way and that we have to prepare the terrain, so that we can embrace it with our hands wide open. This way we will use the *The More You Give, The More You Receive!* principle to its fullness also in the area of setting and realizing our goals. A rich thought brings an even richer return!

EPILOGUE - LIFE IS A GAME OF THE HEART

We have reached the end of the book, but this end is actually the beginning of our practical application of *The More You Give, The More You Receive!* principle. Let's stop for a moment and contemplate on how we could apply this principle to our thoughts, words, and actions, and with that make the world we live in a more full, loving and joyful one. The more we think about how to help others, the more successful we will be at what we do, because once you look at life from another aspect, there is a whole new view opening up.

To be successful in today's civilized world mostly means being successful in the material sense, that is - what you possess, what you have, which clothes you wear, what kind of a car you drive, and where you live. In the so-called "less-developed" countries the features in the definitions of success are usually different; relationships with one's family and friends, helping the elderly and the disabled, taking care of the natural environment, and appreciation of one's inner spirit are valued much more there.

The natural environment, which we inhabit, is more and more polluted, full of toxins and chemicals, not to mention the poor quality of air, or clear drinking water becoming a valuable rarity. As I mentioned before, the understanding of success in the Western world is focused on acquisition and those with the most money can afford the most expensive cars, use up most of the clean drinking water, use most of the fuels available, and take care the most for the tidiness of their own "castle"...

Every human has the right to be rich, and if we want secular things (car, house, holiday house, boat...), that's OK too; for it is our right to have everything we want. We have the right to live a full life, to afford that, which we really desire, be it the latest car model or an exotic trip. Let's treat ourselves and enjoy it, for we have honestly earned it. It is time to reap the

fruits of our hard work. To get to where we are right now, we probably had to make a lot of sacrifices, so let's enjoy as much as we can!

Next to all this acquiring and striving for success I want to mention another topic, which will become very problematic in the next 10 to 15 years – pollution of our environment with fossil fuels, cleaning products, as well as with excess plastic products and nuclear waste.

The purpose of this book is not only to talk about success; I'd also like to stress the importance of taking care of our environment, which is decaying rapidly. Years ago I read a very interesting comic book, created by the Slovenian *Walt Disney - Miki Muster*.

The comic book's main characters Trdonja, Zvitorepec and Lakotnik travelled far into the future, and as they stepped out of their travel machines, they couldn't believe their eyes - the once White Ljubljana was nothing more than just smog, stench and fog. The city's inhabitants have been living underground for decades, and were feeding on artificial food. It is a story worth thinking about, especially considering, how we treat our environment.

I tried to stress the importance of giving in this book, and I think Mother Nature gave us an extraordinary lot already, and is still giving, even though her heart is sadder every day, because her chakras (yes, our planet has chakras too) are getting more and more clogged and destroyed.

Events we have been witnessing recently (the Tsunami disaster in Asia, Katrina and Rita in the USA, the increasing earthquake activities etc) are not a coincidence. They are Mother Nature's cry: "Listen to me! Stop dirtying my surface! Think about what you do with all your waste!"

Her cry for help is getting louder with every passing day, but only few understand and listen to it. The minority that has heard it is trying to pass it on to other inhabitants of this planet, but those with power and money (governments, multinational companies, banks, the industry and even scientists) ignore their warnings, since they are only interested in their own profit.

When we have reached the point when our natural habitat is destroyed (I can almost see our great-grandchildren pointing at us, saying: "It's your fault! Guilty! Guilty! You are responsible for our defiled and destroyed planet."), all the money in the world won't help. When nature strikes back and a civilization collapses, only the physically and mentally strongest survive.

I'm not trying to scare anyone with this words, I'm only trying to warn you that it is high time that we start giving to Mother Nature too, start loving and caring for her, like the ancient Indian tribes all over the world have been caring for her for millennia. Those tribes are trying to tell us: "The Earth is not our possession, just like it wasn't our ancestors' possession; we are only lending it temporarily." But we aren't the best landlords at the moment, are we?

I have a vision of what our planet could be, if people started using the *The More You Give, The More You Receive!* principle. What is my vision? What is the vision of the future awaiting us if we learn to listen to ourselves and to Mother Nature at the same time?

I ENVISION ...

- I envision that we live in a world, where understanding, respect, peace, and love among all nations regardless of the colour of the skin, language, or religion, prevail. In this world, every human being treats another human being as a human being and not as a wolf, which is why there are no conflicts or wars between nations, and there is no hunger. All inhabitants are aware that by sharing food and land all gain something and that this way everyone has more from life.
- I envision that we travel over the world with a transport vehicle, which doesn't pollute air, water, or nature. As a fuel, it uses zero-point energy (ether), therefore, the air pollution with fossil fuels in this world is a distant past.
- I envision that we live in a house, which has all the electricity we need for the radio, TV, computer, freezer, heating and lights, acquired from the zero-point energy (ether). Every household has its own device for production of electricity, so all power cables and other wire connections are unnecessary.
- I envision that when we see a doctor, we don't just get pills, but he heals every illness on an energy level with machines that balance our energy field and eliminate its imbalance.
- I envision that we coexist with all other living beings and in order to survive, we don't have to kill animals. The food we consume is full of vitamins, minerals and produced without artificial additives, colours and pesticides.

And what do you envision? Think about it and you will see that when we start to think creatively, we get many interesting and useful solutions. Let's give our imagination a free way!

The book that you read contains no quotations from other books, because I wrote it based on me, my experiences, flashes, discoveries and realizations. I'm aware that I don't know everything and that I'm no New Age prophet or guru, but a completely normal human being like yourself, dear readers.

The advice, offered in the book, is no miracle recipe for the path to success and may not even be the right for your path, because your truth is entirely different. As well as it should be!

I would be happy if I ever met you in person, got to know you, exchanged a few words and opinions and the views on the truths of life, teachings and wisdoms. In each of us is hidden a real treasury of wisdom, experience and trials. I believe and know that every one deserves only the best in his or her life, therefore, I wish you all the best! Yes, we deserve only the best; however, the question is, whether we ourselves in our heart believe that we truly deserve it as well.

Since I started seeking life's wisdom and truths, I read many books on the subject of personal and spiritual growth. I can't say exactly how many I have read, but there were definitely between 200 and 300 books, perhaps even more.

I didn't count the books and I don't have a list of all the books I have read, but I do have a list of my favourite books, which inspired me especially and which I present to you with all my pleasure. I'm convinced that in the books I recommend you will find many useful wisdoms for yourself as well.

In the beginning, I recommend that you read all three of my books, which I have written so far:

- *Robert Goreta: Where There Is The Will, There Is The Way*
- *Robert Goreta: Diamond of Life*
- *Robert Goreta: The More You Give, The More You Receive!*

These three books represent some kind of a foundation, on which you can begin building new revelations about yourself, the world, life, the laws of the universe, natural laws and energies, which surround us.

The list below represents the 25 of my favourite books from the area of personal and spiritual growth, motivation, communication, relationships, money etc.

- *Boris Vene and Nikola Grubiša: The Millionaire's Mindset*
- *Brian Tracy: Maximum Achievement*
- *Dale Carnegie: How to Win Friends and Influence People*
- *Dale Carnegie: The Quick and Easy Way to Effective Speaking*
- *David J. Schwartz: The Magic of Thinking Big*
- *Florence Scovel Shinn: The Game of Life and How to Play It*
- *George S. Clason: The Richest Man in Babylon*
- *Jim Stovall: The Ultimate Gift*
- *Joe Vitale: Spiritual Marketing*
- *Joe Vitale: The Greatest Money Making Secret in History*
- *Joseph Murphy: The Power of Your Subconscious Mind*
- *Joseph Murphy: Your Infinite Power to be Rich*
- *Leo F. Buscaglia: Living, Loving and Learning*
- *Luise L. Hay: You Can Heal Your Life*
- *Lyne McTaggart: The Field*
- *Mark Victor Hansen and Jack Cainfield: Dare to Win*
- *Napoleon Hill: Think and Grow Rich*

- *Norman V. Peale: The Power of Positive Thinking*
- *Og Mandino: The Greatest Salesman in the World*
- *Robert H. Schuller: Tough Times Never Last, But Tough People Do*
- *T. Harv Eker: Secrets of the Millionaire Mind*
- *Thomas Pauley: I am Rich Beyond My Wildest Dreams*
- *Wallace D. Wattles: The Science of Getting Rich*
- *Wayne W. Dyer: Real Magic*
- *Zig Ziglar: See You at the Top*

I'm convinced that these books that I listed here will be of great help on your search for the "truths" and your path to personal and spiritual growth. Don't read these books only once but at least five times, because only then you will truly comprehend the newly-acquired knowledge and be able to use it in your life.

In the book I gave away, or better to say presented only the best I can offer you in this moment, and as much as it was possible I acted from my own experiences and findings. Even though we don't know each other, maybe you just heard of me for the first time, allow me to tell you that you are a wonderful person, worthy of love, respect and all the wealth offered by this world.

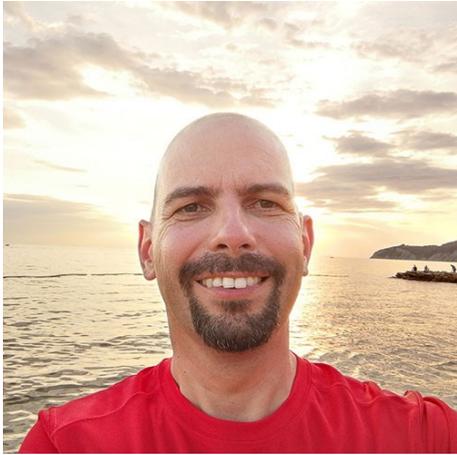
Trust in yourself, love yourself as well as others, but especially be aware that by living in this dimension you can't own anything, you can give it all away. And when you selflessly give away everything, you get even more.
The More You Give, The More You Receive!

MAY YOU BE ACCOMPANIED BY LOVE!

Robert Goreta

ABOUT THE AUTHOR

The author's true story about the power of will and clear vision



Robert Goreta is a Slovenian motivational coach and the author of literary best-sellers *Where There Is A Will, There Is A Way* and *Diamond of Life*, which inspired and motivated thousands of Slovenians.

Robert is a seeker of life's truths and ancient wisdom, and an excellent speaker, who fills his listeners with enthusiasm just by his simple way of public appearance full of positive energy and useful advice.

He is the first hearing impaired person, graduated from Economics in Slovenia and well known by many people in business world and by lots of other people who are attending his educational programs: lectures, seminars, classes and workshops on motivation, rhetorics, communication skills and personal growth.

More than 6.000 people have participated Robert's lectures, seminars, workshops and classes. His seminars, lectures and courses are unique because there are not many speakers, who are able to have such an exceptional public appearance while being almost completely deaf.

Namely, Robert has been using a hearing aid since the first grade of elementary school, and even though his hearing is below 5%, this does not present an obstacle on his life path. Despite his "misfortune", he took advantage of great opportunities and wonderful gifts.