

DEALING WITH OTHERS.

In all application of magnetism to persons, you are urged to remember that your very first goal, always and preeminently, is an agreeable feeling within their minds. You should never try to induce a person to act your way until you have thoroughly established in him a good feeling toward yourself. This is the prime initial step. When such a condition has been secured, you are then ready for the magnetic assault and then only.

When you are dealing with other people, endeavoring magnetically to win them to your wish, you should summon the general magnetic feeling within yourself, will them to do as you desire, and at the same time think of them as already consenting and acting. Your inner condition should be perfectly calm, buoyant, hopeful, whatever the external means employed, your mind should be concentrated upon the thing desired, and its accomplishment should be thought of as now secured. The response of the person may be delayed, but this should not discourage you, for some minds do not take suggestions (those of your unspoken will are referred to) quickly, and they do not act instantly upon their own thought. It is invariably best to induce people to believe that they are acting on their personal impulse or judgment; they should be made to feel perfectly free, not at all coerced, and that they are doing their own will rather than yours simply because they wish so to do.

We may summarize all these suggestions in the words of a distinguished scientific writer:

"Life is not a bully who swaggers out into the open universe, upsetting the laws of energy in all directions, but rather a consummate strategist, who, sitting in his secret chamber over his wires, directs the movements of a great army." This is a good description of magnetism.

The success-magnetism assumption: We are now ready for the great assumption-principle of magnetism in applied life.

Think of every goal as already reached, of every undertaking as already achieved.