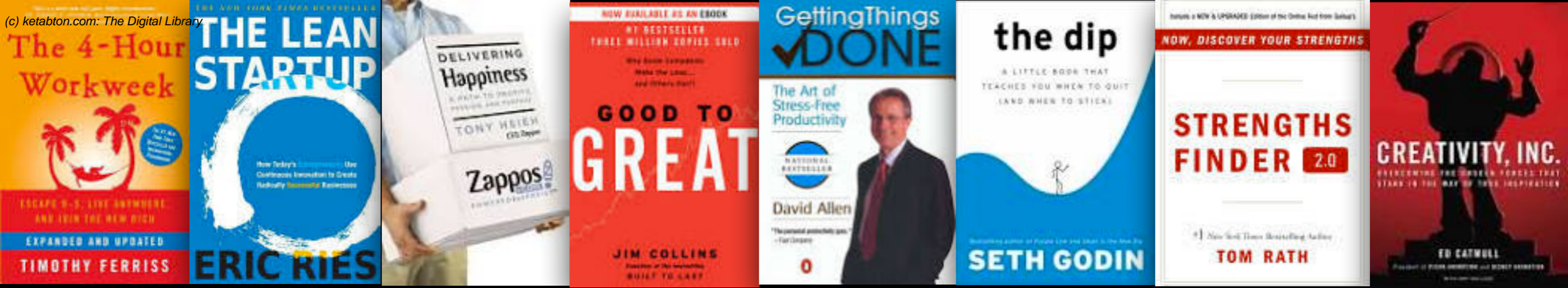


THE MAGIC OF THINK

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BOOK BY DAVID J.  
SLIDES BY RYAN



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“Not many people believe that they can move mountains...”

"...So, as a result, not many do."

-DAVID J. SCHWARTZ

Think BIG.

Build confidence in yourself.  
**Action reduces fear**, so act.

Take **small steps** at first:

Sit in the front everywhere you go, practice eye contact, walk 25% faster, practice speaking up, smile big, use positive words.

Think and dream creatively.  
Believe that it can be done  
and then **the mind finds a way** to get it done.



Be open to new ideas and be progressive.  
**Stimulate yourself** with diverse ideas from diverse people. Capacity is a state of mind.

## **You are what you think.**

"The price tag you put on yourself, is probably the same price tag that the world will put on you."

Dress up.

Think **your work is important.**

Think enthusiastically. Ask yourself if you are the type of manager that a subordinate would respect and follow?

Manage your environment  
because it is **food for your mind.**

People who tell you that it cannot be done  
are usually **unsuccessful** people.

Make your attitudes your allies.  
Live it up. Broadcast good news.  
**Do better work** than others expect.

Remember people's names.  
Take initiative to **build friendships**.  
Talk less. Listen.

Get the action habit.  
Nothing happens just by thinking.  
**Start** now.



Do not worry about problems.  
You can handle them as they come.  
Successful people handle problems **as they arise**.

Turn defeat into **victory**. Defeat is a state of mind.

Think that **there is a way**.  
If it does not work, then back off and start afresh.

**Use goals** to help you grow.

"The important thing is not where you were or where you are but where you want to get."

Know where you want to go.  
**Visualize** your future.

Achieving success **requires** the help of **others**.

Trade minds with the people you want to influence.  
"What would I think **if I were that person?**"

Be human, and **put people first.**



Think big enough to see that  
if you **put service first**, money takes care of itself.

Think BIG.

“A wise man will be Master of His Mind  
A Fool will be Its Slave.”

–PUBLILIUS SYRUS  
ROMAN AUTHOR, 1ST CENTURY B.C.

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# THE MAGIC OF THINKING **BIG**

ACQUIRE THE SECRETS OF  
SUCCESS...  
ACHIEVE EVERYTHING YOU'VE  
ALWAYS WANTED:

PERSONAL PROPERTY • FINANCIAL SECURITY  
POWER AND INFLUENCE • THE IDEAL JOB  
SATISFYING RELATIONSHIPS  
REWARDING AND ENJOYABLE LIFE

David J. Schwartz, Ph

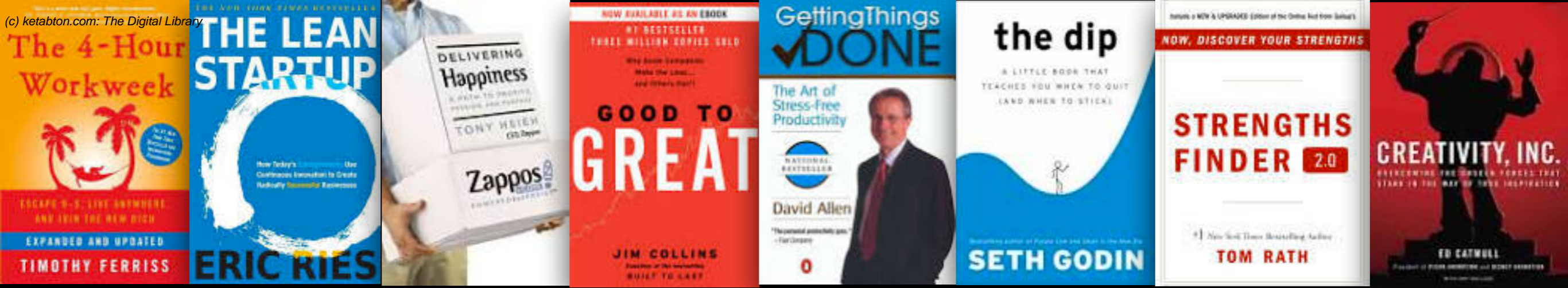


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