

How To Get What You Want

Wallace D. Wattles | Summary | A Guide to Success

"How to Get What You Want" by Wallace D. Wattles is a self-help guide that advocates for achieving success through a combination of mental discipline and action. Wattles argues that success is not determined by external factors such as environment or luck, but rather by the individual's own internal power and their ability to cultivate what he calls "Power-Consciousness". He emphasizes the importance of developing one's faculties, utilizing them constructively, and focusing on perfection in present tasks in order to unlock future opportunities. The text stresses the need to cultivate faith in one's abilities, visualize desired outcomes, and approach all interactions with a positive and constructive mindset. It encourages readers to embrace a mindset of abundance and growth, rather than competition, ultimately claiming that the universe will work in favour of those who actively pursue their goals with unwavering determination and a focus on personal and professional improvement.

Main Themes

Success is an effect caused by specific actions. Wattles argues that success isn't random or dependent on external factors. It's achieved by understanding and applying universal principles.

The cause of success lies within the individual. Success isn't determined by environment or circumstance, but by internal qualities and the development of personal power.

"Power-Consciousness" is essential for success. This concept encompasses knowing you can succeed and understanding how to achieve your goals.

Constructive use of present resources is key to advancement. Wattles emphasize the importance of maximizing current abilities, resources, and relationships to reach higher levels of success.

Most Important Ideas/Facts

1. **Identify and develop your strongest faculties.** Just as a musician needs musical talent, success in any field requires specific abilities. Find your strengths and cultivate them.
2. **Faith is active power-consciousness.** It's not simply believing the improbable, but knowing you can achieve your goals and understanding how to do so.
3. **Impress your subconscious mind with the belief that you can succeed.** Wattles suggests autosuggestion techniques to overcome doubts and empower your subconscious.
4. **Perfecting current functions leads to greater opportunities.** By excelling at what you can do now, you create the conditions for advancement and access to larger possibilities.
5. **Put surplus life into every action and relationship.** Fill every task and interaction with energy and genuine interest. This attracts support and propels you forward.
6. **Visualize your desired outcome clearly.** A clear mental picture of your goal guides your actions and motivates you.
7. **Move towards your goal incrementally.** Don't try to leapfrog the process. Start where you are and use present resources to build towards your larger vision.

Key Quotes

- "Success is essentially the same in all cases; the difference is in the things the successful people want, but not in the success."
- "The cause of success is always in the person who succeeds."
- "It is a true statement, however, that he can whose sub-conscious mind knows that he can."
- "The doing to perfection of one thing invariably provides us with the equipment for doing the next larger thing."
- "You can get what you want in the future only by concentrating all your energies upon the constructive use of whatever you are in relation with today."
- "Put into every relation, business, domestic or social, more than enough life to fill that relation."

Conclusion

Wattles' "How To Get What You Want" presents a clear and actionable framework for achieving success. By cultivating inner power, focusing on present possibilities, and taking purposeful action, individuals can create the life they desire. Success requires **constructive engagement in all aspects of life**. Nurturing positive relationships with your spouse, family, friends, and colleagues creates a supportive network that contributes to your overall well-being and fuels your success.

Wattles emphasizes that **life constantly seeks to expand**. By putting surplus energy and effort into perfecting your present actions, you tap into this universal principle. This creates an upward spiral, attracting greater opportunities and leading you towards your desired outcomes.

Glossary of Key Terms

Success: In Wattles' terms, the attainment of what one desires, regardless of the specific goal. It is an effect resulting from the application of certain principles.

Cause of Success: An internal power residing within each individual, capable of development and application to achieve desired outcomes.

Power-Consciousness: A state of unwavering faith and knowledge in one's ability to accomplish a goal. It involves knowing that you can and knowing how to achieve it.

Constructive Use: Utilizing existing resources, relationships, and situations in a way that promotes growth, advancement, and positive outcomes.

Surplus Power: The excess energy and effort invested beyond the minimum required, leading to momentum and attraction of greater opportunities.

Intellectual Prostitution: Compromising personal values and integrity for the sake of gain, often by defending unethical or harmful actions.

Evolutionary Force: The inherent principle in the universe that drives life towards continuous advancement and expansion into greater forms of expression.

Mental Picture: A clear and vivid visualization of the desired outcome, serving as a guide and inspiration for actions.

Faith: In Wattles' context, unwavering belief and trust in the power of one's own abilities and the certainty of achieving the desired goal.

Competitive Spirit: An attitude of striving for success by outdoing others, which Wattles discourages in favour of a mindset of abundance and cooperation.