**“CHANGE” – “PRESENT CONCEPT OF SELF” – Case 7**

***Ephesians 3:20 KJV -*** Now unto him that is able - **to do -
EXCEEDING ABUNDANTLY** - **above all that we - ask or think**,
 according to - **THE POWER** - that worketh in us.

This story - illustrates the - **successful - use of the law** -
by a New York business executive. In the fall of 1950,
an executive of one of New York's prominent banks discussed with me -
**A SERIOUS PROBLEM - WITH WHICH HE WAS CONFRONTED**.

***He told me that – THE OUTLOOK - for his personal progress -
and advancement was very dim. Having reached middle age and feeling that a marked improvement in position and income was justified, he had "talked it out" - with his superiors.***

***They frankly told him – THAT -
ANY MAJOR IMPROVEMENT WAS IMPOSSIBLE - and -
intimated that if he was dissatisfied, he could seek another job.
This, of course, only increased his uneasiness.***

In our talk, he explained that -
he had no great desire for really big money,
but that he had to have a substantial income -
in order to maintain his home comfortably -
and to provide for the education of his children -
in good preparatory schools and colleges.
**This he found impossible on his present income.**

The refusal of the bank -
to assure him of any advancement in the near future – resulted in -
***a feeling of discontent* - and – AN INTENSE DESIRE** –
***to secure a better position with considerably more money***.

*He confided in me that -****the kind of job he would like better than anything in the world -*** *was one in which he managed the investment funds -
of a large institution such as a foundation or great university.*

**In explaining – THE LAW OF ASSUMPTION**,
I stated that his present situation –
was only - a manifestation of – **HIS CONCEPT OF HIMSELF** -
and declared that -
if he wanted to change the circumstances in which he found himself***,
he could do so – BY CHANGING HIS CONCEPT OF HIMSELF.***

In order to bring about - this change of consciousness,
and thereby a change in his situation, I asked him -
**to follow this procedure every night - just before he fell asleep:**

***In imagination,* *he was to feel he was retiring*** *-
at the end of one of the most important and successful days of his life.
He was to imagine that he -* ***had actually closed a deal that very day******-
to join the kind of organization he yearned to be with -
 and - in exactly the capacity he wanted*.**

***I suggested to him that if he succeeded -
in completely filling his mind with this feeling,
he would experience a definite sense of relief.
In this mood, his uneasiness and discontent -
 would be a thing of the past.
He would feel - the contentment -
 that comes with the fulfillment of desire.
I wound up by assuring him - that if he did this faithfully,
he would inevitably - get the kind of position he wanted.***

**This was the first week of December. *NIGHT AFTER NIGHT,
WITHOUT EXCEPTION, he followed this procedure.*
Early in February, a director of one of the wealthiest foundations -
in the world - asked this executive if he would be interested -
in joining the foundation in an executive capacity handling investments. After some brief discussion, he accepted.**

***Today, at a substantially higher income -
and with the assurance of steady progress,
THIS*** MAN ***IS IN A POSITION - far exceeding all that he had hoped for.***