**“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.***