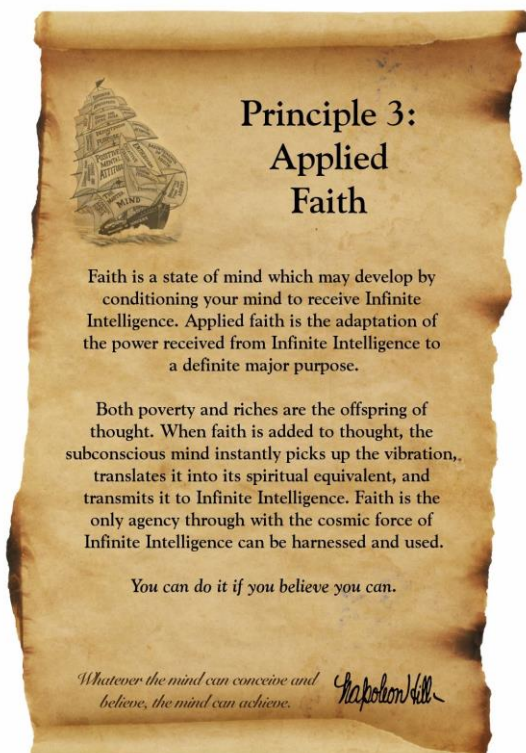


## Lesson 3 – Applied Faith

Pat yourself on the back

Today is a great day!

The recordings of each lesson will be up on <https://dailymotivationalcall.com/>. On this page you can find videos of Napoleon Hill teaching his content.



Applied Faith combined with your definiteness of purpose  
So in your career if you are a realtor and you want to do 24 transactions per year (2 per month) you would tell yourself over and over and over and over again that you do 24 transactions per year. By doing this you will install this belief in your mind. Then



you operate as if this is going to happen. No one can convince you otherwise. Your belief becomes solidified in your unconscious mind.

This is exactly what I did at age 28. I began to affirm I am the top sales trainer of my generation. And I said this to myself thousands of times to the point I solidified that belief in my unconscious mind.

Conditional Belief – If I do this then I will accomplish this.  
If I give 1 speech per day, 5 days per week I will build an international training company.

Fear and faith can't co-exist

You can't think a negative thought and a positive thought at the same time

In a sales context you can apply the principle by going into a presentation and expecting to make the sale.

In a relationship I expected my wife to show up

Setting a goal and expecting the goal to happen

Tony Robbins

Worked for Tony Robbins

Today's Bonus Video Applied Faith -

<https://www.youtube.com/watch?v=uo3Pl8cho6Y&t=298s>