



THE POWER OF AWARENESS

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**BY
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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.

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The man and wife in this story have attended my lectures for a number of years. It is an interesting illustration of the conscious use of this law by two people concentrating on the same objective at one time.

This man and wife were an exceptionally devoted couple. Their life was completely happy and entirely free from any problems or frustrations.

For some time, they had planned to move into a larger apartment. The more they thought about it, the more they realized that what they had their hearts set on was a beautiful penthouse. In discussing it together, the husband explained that he wanted one with a huge window looking out on a magnificent view. The wife said she would like to have one side of the walls mirrored from top to bottom. They both wanted to have a wood-burning fireplace. It was a “must” that the apartment be in New York City.

For months, they had searched for just such an apartment in vain. In fact, the situation in the city was such that the securing of any kind of apartment was almost an impossibility. They were so scarce that not only were there waiting lists for them, but all sorts of special deals including premiums, the buying of furniture etc. were involved.

New apartments were being leased long before they were completed, many being rented from the blueprints of the building.

Early in the spring, after months of fruitless seeking, they finally located one which they seriously considered. It was a penthouse apartment in a building just being completed on upper Fifth Avenue facing Central Park. It had one serious drawback.

Being a new building, it was not subject to rent control, and the couple felt the yearly rental was exorbitant. In fact, it was several thousand dollars a year more than they had considered paying.

During the spring months of March and April, they continued looking at various penthouses throughout the city, but they always came back to this one.

Finally, they decided to increase the amount they would pay substantially and made a proposition which the agent for the building agreed to forward to the owners for consideration.

It was at this point, without discussing it with each other, each determined to apply the law of assumption. It was not until later that each learned what the other had done.

Night after night, they both fell asleep in imagination in the apartment they were considering. The husband, lying with his eyes closed, would imagine that his bedroom windows were overlooking the park. He would imagine going to the window the first thing in the morning and enjoying the view. He felt himself sitting on the terrace overlooking the park, having cocktails with his wife and friends, all thoroughly enjoying it. He filled his mind with actually feeling himself in the penthouse and on the terrace. During all this time, unknown to him, his wife was doing the same thing.

Several weeks went by without any decision on the part of the owners, but they continued to imagine as they fell asleep each night that they were actually sleeping in the penthouse.

One day, to their complete surprise, one of the employees in the apartment building in which they lived told them that the penthouse there was vacant. They were astonished, because theirs was one of the most desirable buildings in the city with a perfect location right on Central Park. They knew there was a long waiting list of people trying to get an apartment in their

building. The fact that a penthouse had unexpectedly become available was kept quiet by the management because they were not in a position to consider any applicants for it. Upon learning that it was vacant, this couple immediately made a request that it be rented to them, only to be told that this was impossible. The fact was that not only were there several people on a waiting list for a penthouse in the building, but it was actually promised to one family. Despite this, the couple had a series of meetings with the management, at the conclusion of which the apartment was theirs.

The building being subject to rent control, their rental was just about what they had planned to pay when they first started looking for a penthouse. The location, the apartment itself, and the large terrace surrounding it on the South, West, and North was beyond all their expectations – and in the living room, on one side, is a giant window 15 feet by 8 feet with a magnificent view of Central Park; one wall is mirrored from floor to ceiling, and there is a wood-burning fireplace.

24. FAILURE

THIS BOOK would not be complete without some discussion of failure in the attempted use of the law of assumption.

It is entirely possible that you either have had or will have a number of failures in this respect – many of them in really important matters.

If, having read this book, having a thorough knowledge of the application and working of the law of assumption, you faithfully apply it in an effort to attain some intense desire and fail, what is the reason? If, to the question “Did you persist enough?”, you can answer “Yes” – and still the attainment of your desire was not realized, what is the reason for failure?

The answer to this is the most important factor in the successful use of the law of assumption.

The time it takes your assumption to become fact, your desire to be fulfilled, is directly proportionate to the naturalness of your feeling of already being what you want to be – of already having what you desire.

The fact that it does not feel natural to you to be what you imagine yourself to be is the secret of your failure.

Regardless of your desire, regardless of how faithfully and intelligently you follow the law, if you do not feel natural about what you want to be, you will not be it. If it does not feel natural to you to get a better job, you will not get a better job. The whole principle is vividly expressed by the Bible phrase “you die in your sins” [John 8:24] – you do not transcend from your present level to the state desired.

How can this feeling of naturalness be achieved?

The secret lies in one word – imagination. For example, this is a very simple illustration: assume that you are securely chained to a large heavy iron bench. You could not possibly run, in fact you could not even walk. In these circumstances, it would not be natural for you to run. You could not even

feel that it was natural for you to run. But you could easily imagine yourself running. In that instant, while your consciousness is filled with your imagined running, you have forgotten that you are bound. In imagination, your running was completely natural.

The essential feeling of naturalness can be achieved by persistently filling your consciousness with imagination – imagining yourself being what you want to be or having what you desire.

Progress can spring only from your imagination, from your desire to transcend your present level.

What you truly and literally must feel is that with your imagination, all things are possible.

You must realize that changes are not caused by caprice, but by a change of consciousness. You may fail to achieve or sustain the particular state of consciousness necessary to produce the effect you desire.

But, once you know that consciousness is the only reality and is the sole creator of your particular world and have burnt this truth into your whole being, then you know that success or failure is entirely in your own hands.

Whether or not you are disciplined enough to sustain the required state of consciousness in specific instances has no bearing on the truth of the law itself – that an assumption, if persisted in, will harden into fact.

The certainty of the truth of this law must remain despite great disappointment and tragedy – even when you “see the light of life go out and all the world go on as though it were still day”. You must not believe that because your assumption failed to materialize, the truth that assumptions do materialize is a lie. If your assumptions are not fulfilled, it is because of some error or weakness in your consciousness.

However, these errors and weaknesses can be overcome.

Therefore, press on to the attainment of ever higher levels by feeling that you already are the person you want to be.

And remember that the time it takes your assumption to become reality is proportionate to the naturalness of being it.

Man surrounds himself with the true image of himself. Every spirit builds itself a house and beyond its house a world, and beyond its world a heaven. Know then that the world exists for you. For you the phenomenon is perfect. What we are, that only can we see. All that Adam had, all that Caesar could, you have and can do. Adam called his house, heaven and earth. Caesar called his house, Rome; you perhaps call yours a cobbler's trade; a hundred acres of land, or a scholar's garret. Yet line for line and point for point, your dominion is as great as theirs, though without fine name. Build therefore your own world. As fast as you conform your life to the pure idea in your mind, that will unfold its great proportion.

Emerson

25. FAITH

A miracle is the name given, by those who have no faith, to the works of faith.

Faith is the substance of things hoped for, the evidence of things not seen.

Hebrews 11:1

THE VERY reason for the law of assumption is contained in this quotation.

If there were not a deep-seated awareness that that which you hope for had substance and was possible of attainment, it would be impossible to assume the consciousness of being or having it. It is the fact that creation is finished and everything exists that stirs you to hope –and hope, in turn, implies expectation, and without expectation of success it would be impossible to use consciously the law of assumption. “Evidence” is a sign of actuality.

Thus, this quotation means that faith is the awareness of the reality of that which you assume, [a conviction of the reality of things which you do not see, the mental perception of the reality of the invisible].

Consequently, it is obvious that a lack of faith means disbelief in the existence of that which you desire.

Inasmuch as that which you experience is the faithful reproduction of your state of consciousness, lack of faith will mean perpetual failure in any conscious use of the law of assumption.

In all the ages of history, faith has played a major role. It permeates all the great religions of the world, it is woven all through mythology, and yet today it is almost universally misunderstood.

Contrary to popular opinion, the efficacy of faith is not due to the work of any outside agency.

It is from first to last an activity of your own consciousness.

It is when your feeling of reverence is most intense that you are closest to God, and when you are closest to God, your life is richest.

Our deepest feelings are precisely those we are least able to express, and even in the act of adoration, silence is our highest praise.
