

## THINK AND GROW RICH SUMMARY - 13 TRAITS

One of Tracy's main mentors was Napoleon Hill, author of the classic [Think and Grow Rich](#). I have listened to many thousands of hours of audiotapes and Hill is easily one of the best lecturers I have encountered. His tapes, though over 50 years old, are still right on target, especially his recommendations on health.

The title of Hill's book is somewhat misleading, as it is about far more than earning a lot of money.

In 1908, Andrew Carnegie, the richest man in the world at that time, conducted an extensive search for someone to catalog the success philosophy of Carnegie and his peers, to pass down to future generations. Out of 250 applicants, Carnegie chose Hill, who would work for "free" for twenty years to establish the science of success by interviewing 500 of the most successful people in the world.

Among many others, Hill's subjects included Thomas Edison, Henry Ford, Alexander Graham Bell, Wilbur Wright and many early 20th century presidents, including FDR.

Growing "rich," therefore, extends much further than just financial reward; in fact, money is the last of the 14 riches Hill discusses in the book.

These riches include:

- Positive mental attitude
- Excellent physical health
- Harmony in human relations
- Freedom from fear
- Hope of future achievement
- Capacity for applied faith
- Willingness to share one's blessings with others
- To be engaged in a labor of love
- An open mind on all subjects towards all people
- Complete self discipline
- Wisdom to understand people
- And then, last but not least
- Financial security

Financial security being last on the list is not mere chance: when all the factors above it are in place, financial security tends to just come -- and remain -- naturally.

