

Think and Grow Rich · Napoleon Hill

The first step: a definite want

The book says everything starts with desire, but not a vague one. Here is how to make yours definite on one piece of paper.

THREE CORE IDEAS

- 1 A wish is not enough. It has to be definite.**
"I want to get fit" is a wish. "I want to run five kilometres by March" is definite. You can check it.
- 2 Write it down with an amount, a date and what you'll give.**
Hill's own steps are about money: a fixed amount, a date, what you will give in return. And you write it down.
- 3 Desire needs a plan, and persistence.**
Desire alone is not enough. You need a definite plan, and you start it whether you are ready or not. Then you keep going when it gets hard. The book comes back to that a lot.

The starting point of all achievement is desire.

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DO IT TODAY about 10 minutes

- 1** Take a piece of paper.
- 2** Write one specific goal.
- 3** Give it a date.
- 4** Write the first step you can do this week.

Who it's for. Anyone with a goal that has stayed a wish for too long.

I read this years ago, so these are the book's ideas, not things I am remembering doing. It is a book about getting rich. None of this is money advice.

Not financial advice.

A plain-words summary written by Pep Secanell, not a replacement for the book. Read *Think and Grow Rich* for the full story.

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