



VOLUME 1

Success and Temperament

In September of 1927, a decade before Napoleon Hill released the first printing of his classic book, *Think and Grow Rich*, Niels Bohr, the brilliant Danish physicist, introduced his theory of complementarity to a gathering of leading physicists and mathematicians in Como, Italy.

What does a Nobel prize-winning physicist from Copenhagen, who was raised in a wealthy family, and an American writer from rural West Virginia, who grew up in poverty, have in common?

Just as Bohr discovered the intimate connection between intention (in this case, observation) and energy (in this case, light) on the quantum level, Hill was among the first to popularize the idea of how our thoughts and deeply held values can have a material influence on our success in the world. Bohr's discovery that the "subject-object" relationship is not so neatly organized, but, in fact, has an enormous, almost co-creative influence on each other, marks a turning point in science, as well as other fields that began to see the light, so to speak, in both its wave and particle form.

The "secret" Hill shared with his audience — which, supposedly, was passed to him by Andrew Carnegie, the "Steel King" — did not require advanced mathematics to prove. Anyone could confirm it in the laboratory of their own experience. By changing our beliefs and attitudes such that

we completely eliminate all doubt and negativity, and by holding fast to a positive attitude and a clear, precise vision of our goal, we can achieve anything we have in our minds to achieve. If you examine the self-help books and success literature of our day, you will find at the core many of Hill's ideas.

What has this to do with The New Temperament? Everything. Because if you subscribe to Hill's views, and you accept the principle that one's success is solely dependent upon one's thoughts, attitudes, beliefs, outlook and abilities, then you are in the same moment acknowledging that temperament is a major factor in one's personal advancement, for temperament is the vehicle that reflects all these qualities.

So what is the ideal temperament to gain success? Is one more suited above another when it comes to high levels of achievement?

The answer is emphatically, "no." While some psychologists schooled before recent discoveries in neuroscience may contend otherwise, "temperament is not destiny." Any temperament can achieve success — providing one is willing to closely examine their temperament and be willing to cross the threshold of their own default tendencies to enlist other latent qualities and abilities. In order to understand this point, let's look at sixteen personal attributes Hill professes are necessary to achieve success.

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| 1. Desire | 9. Sexual Abstinence |
| 2. Faith | 10. Leadership |
| 3. Confidence | 11. Vision |
| 4. Knowledge | 12. Imagination |
| 5. Planning | 13. Persistence |
| 6. Decisiveness | 14. Higher Spiritual Consciousness |
| 7. Optimism | 15. Self-Evaluative Honesty |
| 8. Cooperation | 16. Fearlessness |

Hill's contention is that through the power of one's thoughts and character, anyone from any strata of life can rise above any adversity by embracing these personal qualities and putting them at the service of attaining their goal. With hundreds of inspiring examples throughout history, from Lincoln to Gandhi to Helen Keller, there is perhaps no reason to doubt the combined efficacy of Hill's list. But, again, what does this mean from a temperament perspective?

Because no single temperament or HomeBaseSM is defined by these sixteen qualities, anyone wishing to achieve their highest aspirations will need to first recognize their temperament, then, with this as their reference, consciously push beyond any perceived limitations to embrace the assets of every type. In other words, possessing the ability to utilize the combined natures of all temperaments will afford you the ultimate means to achieve your ends. Hill never refers to temperament as such, but makes numerous pronouncements that support this idea:

“Remember that all who succeed in life get off to a bad start, and pass through many heartbreaking struggles before they ‘arrive.’ The turning point in the lives of those who succeed usually comes at the moment of some crisis, through which they are introduced to their other selves.”

What does Hill mean by “other selves?” He doesn’t elaborate. But clearly he is referring to other aspects of our nature that need to emerge for us to find success. Later Hill states...

“Somewhere in your make-up there lies sleeping the seed of achievement which, if aroused and put into action, would carry you to heights such as you may never hoped to attain.”

How did Hill wake up his sleeping seeds? He divulges a private technique in which he conjured up in his waking dreams noted personalities — such as Emerson, Ford and Carnegie — in an effort to “deliberately assign himself the task of voluntary rebirth.” By “rebuilding his own character” in this manner, Hill made up for perceived deficiencies in his own temperament by adopting desired qualities from his imaginary friends from whom he also sought counsel. From Napoleon, for example, he received the ability to inspire others. From Lincoln, a keen sense of justice, patience and tolerance. From Carnegie, organized effort. From Ford, poise and determination.

Sound crazy? Hardly. Hill stumbled on two significant regenerative techniques for which at that moment there was no name — the power of connecting with one’s archetypes and active imagination. Coincidentally, both these discoveries are credited with the father of Analytical Psychology, Carl Jung, who is also the pre-eminent figure in creating the foundation for modern typological theory in the 1930’s.

Now let us pull all this together. How can you employ the insights from your New Temperament report to realize your most cherished goals? Start with an inventory of your own temperament. Consider what’s working for you and change what’s not by reaching into your own personal storehouse to awaken “the seeds of achievement” that are waiting to be discovered.

For example, consider your Four ScalesSM. Did you score as having a “rich inner world?” Then don’t be shy. It may be time for you to get out there and show your face a little more. Faint heart never won big fortunes. Perhaps you scored as a “head first” person. That’s great. But too much thought could unravel anything, including one’s faith and confidence. Remember one of Hill’s most important maxims, nothing is more essential to success than removing any vestige of doubt and staying positive.

Perhaps you scored as “more concrete.” Okay, get ready to shake up what may be your all-too-solid sense of reality. The truth is nothing is as solid as you may give it credit for. And if you persist in that materialistic view, the sheer weight of that false conception may keep your dreams from ever taking wing.

Did you score as “more abstract?” It may be provident to perform a little due diligence before you go tilting at windmills. Maybe you scored as “more open.” That’s perfectly fine. You’re someone who wants to take as long as you feel you need to get things done — especially important things. However, if you are planning on reaching your goals in this lifetime, you may want to reach into your storehouse for a watch and calendar and learn how to set time — and keep to it.

Let’s take a look from the view of your HomeBase. Perhaps you’re a DiscernerSM that thinks you have it all figured out. Did you stop to consider that if you don’t demonstrate more empathy in your relationships, you might alienate some of your most important sources of private funding — such as your spouse?

Maybe you’re a SustainerSM. Take a look at Hill’s list. You’re great at planning. You’ve got all the specialized knowledge you need. You’re decisive, too. But there’s something that may require a little stretching — your imagination. Go ahead, take it for a spin. It’s completely free and not all that difficult. You can start with the simple construction: what if? What if... diamonds could be fabricated without pressure? What if...diet cookies could actually taste good. What if... there was a sound that could be created that would make everyone feel good when they heard it? Etc., etc...

And what about item #9, Sexual Abstinence? Is any one temperament better at transmuting their sexual desires and turning themselves into fearsome success machines before age 40? Sorry, the research is still out. Anything we might offer on this point would amount to sheer conjecture.

So there you have it. A look at temperament and success and some thoughts on how you can harness the latent talents of your being to, as Hill stated, “unerringly guide yourself to whatever you ask of life.”

Looking for Success?

The New TemperamentSM is a great place to start.

www.thenewtemperament.com