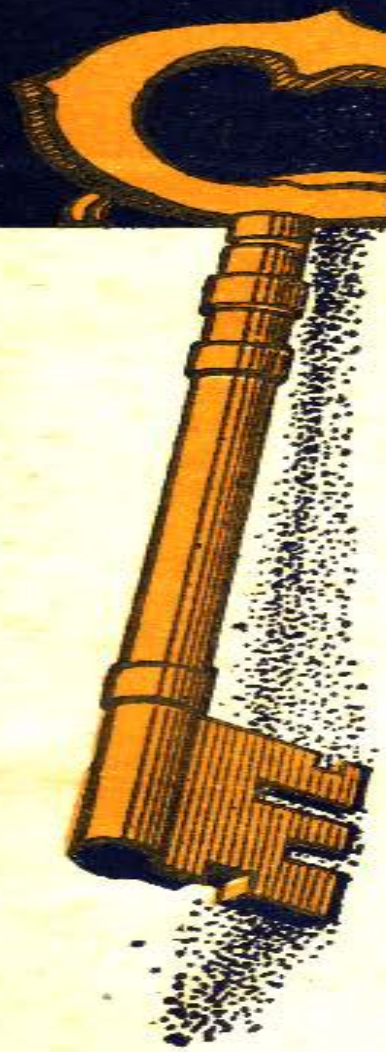
The Master-Key Psychological Chart



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THE Master Key System is the solvent for every Physical Social Political Industrial and Economic Ill in existence

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The Master Key Psychological Chart

The Master Key System is the solvent for every Physical, Social, Political, Industrial, and Economic Ill in existence

It is a psychological fact that ninety percent of our mental power is never or seldom used. Therefore, most men have the power to achieve ten times as much as they ever accomplish.

This chart will tell you exactly where you stand, what you are accomplishing, and what you can accomplish if you make the necessary effort. Fill this in.

Mental Product	%
Health	%
Time Efficiency	%
Creative Power	%
Concentration	%
Total	%
Divide by 5 — Average	%

Mental Product

The first test is your Mental Product. What is it worth? Are you cashing in on it? Are you getting full value for it? What you get for your mental product depends entirely upon your ability to sell it to the best advantage. The chances are that many men with no more ability than yourself are cashing in ten, twenty, or fifty times more than you are for a product no better than yours. If so, there is a reason, and this chart will explain it.

Estimate the value of what you have to sell — your knowledge, your experience, your loyalty, your energy — and if you are marketing it at its full rate value give yourself 100%. If you are only getting one-half of what it is worth give yourself 50%. But be fair. Do not underestimate the value of what you have to offer. Remember that loss leads to greater loss and most loss comes from self-depreciation. Cause and effect do not operate somewhere, sometimes; but everywhere, always. This is an invariable law, so that whatever we receive, good or bad, is the result of a definite cause and reaches us either as a penalty or a reward.

And remember this: Your ability to cash in on your mental product at the rate of 5% annually on a half million dollars does not depend upon ability or knowledge either. You may be selling your product for $2,000 a year and it may be more valuable than that of many who are cashing in at the rate of $25,000 a year. The reason is plain. Knowledge does not apply itself! You are allowing it to remain in static form — you must convert it into dynamic form by applying creative power and concentration. The lack of concentrated, intelligent, charted effort may be costing you $20,000 a year.

Health

Next, take Health. If you eat well, sleep well, take a reasonable amount of recreation, and can attend to your business, profession, or household duties without any consideration for or thought of the state of your health, give yourself 100%. But if your body needs constant attention or if you have to be continually worried about what to eat or what not to eat, if you cannot sleep, or if you have aches or pains of any description, then deduct from the 100%. If you think your health is 90% or if you are only 50% efficient, then put it down. Be absolutely fair!

Remember that your physical body is maintained through a process of continuous destruction and reconstruction. Life is simply an exchange of the old for the new and health is only the equilibrium that nature maintains during the process of creating new tissue and eliminating the old (or waste) tissue.

Birth and death are constantly taking place in our body. New cells are constantly being formed by the process of converting food, water, and air into living tissue. Every action of the brain and every movement of a muscle means the destruction and consequent death of some of these cells. The accumulation of these dead, unused, and waste cells is what causes pain, suffering, and disease. The symptoms depends upon what organs are being taxed in their effort to eliminate the waste matter.

An understanding of these laws and a consequent knowledge as to how to preserve an equilibrium between the new cells that are being created and the old cells that are being eliminated is the secret of perfect health.

Time Efficiency

Next in importance comes Time Efficiency, because time is all that we have and what we accomplish depends entirely upon what use we make of our time. If you work eight hours; sleep eight hours; and use eight hours for recreation, study and self-improvement; and all the time is fully utilized, then give yourself 100%.

But if any part of the eight hours which should be sold at a profit is spent in idleness or gossip or any form of mental dissipation; if any part of this time is wasted or worse than wasted by allowing your thought to rest on critical, discordant, or inharmonious subjects of any kind; then cut your percentage accordingly. If you fall asleep the minute your head touches the pillow, all right; but if you spend from 15 minutes to an hour trying to get to sleep, cut your percentage down again. If your sleep is disturbed by dreams or fear or worry of any kind, cut your percentage down again.

If you jump up early and feel refreshed and vigorous, you bathe and make your toilet without the loss of any unnecessary time, then well and good; but if you idle or dream or fritter away, then cut your percentage down again. If you spend the rest of your time in good healthy recreation that benefits you both physically and mentally, then well and good — you are acquiring capital which will have a cash value; but if you let the time get away form you with nothing to show for it, if you are not better physically, mentally, or morally, if the time has gone and left nothing which you can cash in, nothing of value, then it has been lost and possibly worse than lost for it may leave something detrimental — something that will prove a handicap in your race for success. Here again you must be fair with yourself and give yourself exactly the percentage to which you are entitled.

Creative Power

Next comes your Creative Power. If most persons whom you meet do what you want them to do; if they feel toward you as you wish them to feel; if they think what you want them to think, then give yourself 100%, because everything we get must come from others. There is no other channel by which success can reach us. This creative power must be unconsciously exercised — it must be your personality. If, however, you have to make a tremendous effort when you wish to accomplish something, if you have to exert will power, if you must fret and worry and stew over the result of an important interview, then cut your percentage down to 50% or 40% or even less, because you do not understand the principle involved.

When you understand, there will be no cause for anxiety — you will know. Because in the first place you will never want or expect anyone to do anything except what is best for them. You will understand that every transaction must benefit both parties. When you understand these laws, when the principles become a vital part of your life, when they are involved in your mental attitude, you will have found the Master Key and all doors will be open to you because you will understand that every event, every condition, every thing was first an idea, and that just to the extent that you grew quiet and focused your attention on that idea, stilling all the activities of the mind and eliminating all other thoughts from your consciousness, will the various phases and possibilities of the idea develop. And just in accordance with the definiteness with which you picture that idea and the extent with which the idea takes possession of you will the creative power do its work and the creative power will eventually take control and direct every activity of both mind and body and will begin to shape every condition related to the idea so that sooner or later the idea will come forth in definite tangible form. If you understand

this thoroughly and have demonstrated it time and time again so that you can mould and shape and determine conditions, then give yourself 100%.

Concentration

Next comes Concentration. Can you concentrate? Do you know what it means to concentrate? Can you direct the thought to any problem that may arise for five minutes, ten minutes, or fifteen minutes to the absolute exclusion of everything else? Can you unravel, disintegrate, take the problem apart, see every phase of it, see the cause which brought it about, see the solution, see it definitely, conclusively, and finally, and know that your solution is correct? Can you then dismiss the matter and turn your attention to something else without ever recurring to the matter again? If you can do this, then give yourself 100%. If, however, you are haunted by fears, troubles, anxieties; if, when you have no problem to solve, you make one for yourself by drawing on your imagination; if you are afraid of what this one says or the other one thinks or someone else does, then cut down your percentage because if you know how to concentrate you would not be afraid of anyone or anything. You would be in possession of a power which would make every other known power sink into insignificance. Be careful to give yourself exactly the percentage to which you feel you are entitled.

Your Results

Now strike an average. See where you stand. If you are a little above the average, your chart will be something like this:

Mental Product	50%
Health	80%
Time Efficiency	80%
Creative Power	50%
Concentration	10%
Total	270%
Divide by 5 — Average	54%

Assuming you are earning $5,000 a year and that you feel that your mental product should be worth $10,000 a year, which is the basis for your calculation, then any method which would assist you to increase your earning power to $10,000 a year would be worth $5,000 a year to you.

Again any method that would bring you health, efficiency in your time, efficiency in your creative power, or increase your ability to concentrate, would be worth at least $5,000 a year. Many have found that the Master Key System does all of this and much more.

The Master Key is a system of applied metaphysics. According to the New Standard Dictionary, "Metaphysics is the reasoned doctrine of the essential nature and fundamental relations of all that is real." Metaphysics is, therefore, a very practical science.

Let us see what are the most powerful forces in Nature. In the mineral world, everything is solid and fixed. In the animal and vegetable kingdom, it is in a state of

flux — forever changing, always being created and recreated. In the atmosphere we find heat, light, and energy. Each realm becomes finer and more spiritual as we pass from the visible to the invisible, from the coarse to the fine, and from the low potentiality to the high potentiality. When we reach the invisible, we find energy in its purest and most volatile state.

And as the most powerful forces of Nature are the invisible forces, so we find that the most powerful forces of man are his invisible forces — his spiritual force — and the only way in which the spiritual force can manifest is through the process of thinking. Thinking is the only activity that the spirit possess and thought is the only product of thinking.

Addition and subtraction are therefore spiritual transactions. Reasoning is a spiritual process. Ideas are spiritual conceptions. Questions are spiritual searchlights. And logic, argument, and philosophy are spiritual machinery.

Every thought brings into action certain physical tissue: Parts of the brain, nerve, or muscle. This produces and actual physical change in the construction of the tissue. Therefore it is only necessary to have a certain number of thoughts on a given subject in order to bring about complete change in the physical organization of man.

This is the process by which failure is changed to success. Thoughts of courage, power, inspiration, and harmony are substituted for thoughts of failure, despair, lack, limitation, and discord. And as these thoughts take root, the physical tissue is changed and the individual sees life in a new light — old things have actually passed away, all things have become new, he is born again, this time born of the spirit, life has new meaning for him, he is reconstructed and is filled with joy, confidence, hope, and energy. He sees opportunities for success to which he was heretofore blind. He recognizes possibilities that before had no meaning for him. The thoughts of success with which he has been impregnated are radiated to those

around him and they in turn help him onward and upward. He attracts to him new and successful associates and this in turn changes his environment. So that by this simple exercise of thought, a man changes not only himself, but his environment, circumstances, and conditions.

You will see — you must see! — that we are at the dawn of a new day. That the possibilities are so wonderful, so fascinating, so limitless as to be almost bewildering. A century ago, any man with an aeroplane or even a Gatling gun could have annihilated a whole army equipped with the implements of warfare then in use. So it is at present. Any man with a knowledge of the possibilities of modern metaphysics has an inconceivable advantage over the multitude.

Learn the Secrets of History's Greatest Geniuses...and UNLOCK Your Personal Storehouse of Treasure and Resources

We hope that we have informed and inspired you with this wonderful work from the "Man Who Unlocked the World," Charles F. Haanel. We wish you the best of everything in everything that you do.

If you would like to further explore Charles F. Haanel and his philosophy of success, then you should consider unlocking Charles F. Haanel's Complete Master Key Course today.

Imagine that you are no longer a play-thing of fate and circumstances.

Imagine that you are the captain of your destiny.

Imagine that the "times" no longer dictate terms to you, that you take advantage of the times in which you're living and that you thrive — no matter what!

Imagine that your life is full and rewarding and that you are admired and respected because of who you are and what you do.

The knowledge, wisdom, and methods in Charles F. Haanel's Complete Master Key Course will help you accomplish all of that.

Charles F. Haanel's Complete Master Key Course has everything you need to learn how to harness your amazing potential and turn it into attaining your goals and dreams.

Charles F. Haanel's Complete Master Key Course has everything you need to tap into the very same resource that created massive fortunes, built empires, and even changed the world!

In this 1,000+ page collection of insights and wisdom, Mr. Haanel reveals things like…

❖how you can earn what you are truly worth …

❖how you can look forward to each day with renewed vigor and energy …

❖how you can solve the problems in your life with ease …

❖how you can become fearless …

❖how you can have have people respond to you positively …

❖and how to free your mind of worry and doubt.

In the process, you will learn how these people (many of whom you probably heard) attained what they did…

❖Steve Jobs, who began life as an orphan, started Apple Computers from his adopted parents' garage. Today that company is worth over $400 billion dollars!

❖Howard Hughes, born to a well-off family, didn't want to follow in the family business because he had ideas of his own: He wanted to design and fly planes. His ideas made him one of the wealthiest men of his time.

❖Richard Branson was born in a hospital for children with special needs. Since then, he's founded over a hundred different companies under the Virgin name, he's circumnavigated the globe in a hot air balloon, and soon he will be providing trips into space with Virgin Galactic!

❖Ray Kroc, a lowly milk shaker machine salesman, didn't invent McDonald's, but he had the idea — the idea — that would make it a multi-billion dollar, international restaurant phenomenon.

❖George Lucas, an unknown film-maker from California wanted to make a "space opera." In 1977, Star Wars was born.

❖Harland David Sanders, better known as Colonel Sanders, was past the age of retirement and practically broke when he pursued his idea of making fried chicken with "eleven secret herbs and spices."

❖Mark Zuckerberg saw that people wanted to socialize online and he had an idea to make that possible. From his college dorm room he started Facebook.

With Charles F. Haanel's Complete Master Key Course, you will not only possess the keys to true success, you will also know which keys unlock which doors!

Success, however you choose to define it, is possible. It is not something that is reserved only for "them." Every day, people just like you are moving toward and attaining incredible successes in all areas and fields of life.

Now is the time to claim your very own fine estate.

Now is the time to make your mark.

Now is the time to take possession of what is rightfully yours!

In The Master Key System, Charles F. Haanel wrote

You must first have the knowledge of your power; second, the courage to dare; third, the faith to do.

Charles F. Haanel's Complete Master Key Course will give you the knowledge of your power. That, in turn, will produce within you the courage to dare — to dream big and aim high. All that's left is for you to do.

And you will.

You can — and will — do great things.

UNLOCK NOW!

with Charles F. Haanel's Complete Master Key Course.

Who Was Charles F. Haanel?

Most well-known as the author of the personal development classic The Master Key System, in his time Mr. Haanel wrote no less than five books, owned thriving businesses, and left a lasting impression that would be felt for many generations after his death.

He was a businessman, a leader, a philosopher, and a visionary.

To learn more about Charles F. Haanel, visit his official website at www.haanel.com.

About Kallisti Publishing

Kallisti Publishing — "The Books You Need to Succeed" — makes books written by the most daring and insightful thinkers and leaders. Our books will inspire you to stretch, will impel you to attain more, and will illuminate you with methods and wisdom. Our unique books are published and sold world-wide, bringing the "best of everything" to you wherever you are. **Success is Beautiful: Read Beautiful and Be Beautiful!** For more information, visit www.KallistiPublishing.com.

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