

# WEALTH BUILDING: **Apartment Home Lea\$ing**



**Doing It  
God's Way**

**Dr. AC Brown**

**P.A.U.S.E.**  
**Practical Application and  
Use of the Scriptures Everyday**  
**WEALTH BUILDING SYSTEM**  
**FOR NO MATTER WHAT YOU DO FOR A LIVING**  
*Using the Professional Doctor's Approach*



WEALTH BUILDING:  
**Apartment Home  
Leasing**

Using the  
**P.A.U.S.E.**®  
(Practical Application and Use of the Scriptures Everyday)  
Wealth Building System

Empowering You Spiritually and Abundantly with  
How to Unlock the Promises of God in Your Life  
No Matter What You Do for a Living

“All the kings of the earth shall praise thee, O LORD, when they  
hear the words of thy mouth.”

Psalm 138:4

Doing It God's Way®



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LEASING**

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Doing It God's Way®

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“Wealth Building: Apartment Home Leasing”

Using the P.A.U.S.E.<sup>®</sup>: Practical Application and Use of Scriptures

Everyday Wealth Building System

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Scripture quotations from the Holy Bible, King James Version unless otherwise specified.

ISBN #

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Printed by CreateSpace Publishing

North Charleston, South Carolina

Layout, design, editing, composition, writing and cover design by:

James Anthony Allen, eBlessings.us, Atlanta, Georgia

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# DEDICATION

This book is gratefully dedicated to

My wife:

Gladys L. Brown

My two sons:

Alonza C. Brown Jr.

Reginald M. Brown

and

All men, women, boys, and girls

Who want to succeed in life

by

Doing It God's Way<sup>®</sup>

# COMING BOOKS

Be Great in \$ales:  
Make a Fortune  
(Secular Edition)

WEALTH BUILDING:  
A Quick Glimpse of My 48-Year Track Record  
How I Applied the Scriptures Everyday  
(Christian Edition)

WEALTH BUILDING: Real Estate Selling  
And Listing Real Estate  
Using the P.A.U.S.E.® Wealth Building System  
(Christian Edition)

Eleanor Thought She Had Security

WEALTH BUILDING: Automobile Selling  
Using the P.A.U.S.E.® Wealth Building System  
(Christian Edition)

## **BOOKLETS**

Learning by Doing  
How to Use the P.A.U.S.E.®  
Wealth Building System

The Pathway to Success®  
How to Use the Pathway to Success®

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# ACKNOWLEDGEMENTS

What I gave up for Father God to put together this book series and the enterprises to follow: a) two hundred and thirty-five houses, most of them free and clear, mostly single-family homes collecting \$800-\$900 a month in rental fees; b) a \$350,000 annual income for many years selling single-family homes. This was my personal sales income not the sales income of a sales team. I was using the *Pathway to Success* and applying the Scriptures daily in my life, “Doing it God’s Way”.

Before all that, I worked nine hours a night putting myself through college. My daddy was a rich man; he wanted to send me to college. However, I remembered right off what the Scripture says, “*Acknowledge Him and He will direct your paths.*” The Lord spoke saying, “*Work your way through college and leave your daddy the money.*” It is not too late for you to start operating this way. God sees and hears everything. That is when my success started.

I have built, rented, owned, and sold single-family homes, sub-divisions, and apartment home communities. I am 81 years of age and can get up stairs better than many fifty year olds can. I can see and hear better than most people my age. This should have your attention. If I had another 48 years to travel this earth, I don’t know what I would do differently. If I travel this earth another 48 years, I would have other records of accomplishment to share with you. Use what I share with you in this book and you will have success beyond your imagination. Live life “Doing it God’s Way”!

# PREFACE

I go on no job, I join no church, and I do not make any major decisions before first consulting Father God, Christ Jesus, or the Holy Spirit. This is the way I have operated for a period of 48 years.

I highly recommend that you operate this way regardless of what you do for a living. Do not allow anyone to tell you not to consult Father God. He has the time and He is just that big; able to handle all of our questions. I'm not talking about asking your pastor all of those questions; but your Heavenly Father—because God is a good God and He is a very jealous God—He has the answers.

Whenever I attend church and the pastor is delivering the sermon, I stand tall praising God. I highly recommend you operate this way. The 24<sup>th</sup> Psalm which says, God and His Son Jesus owns it all; without Them, you and I cannot do anything, nor get anything worth getting on this earth.

Let me take it a step further. When I join a church, I do not leave there until or unless the Holy Spirit tells me to leave. I don't do anything on my own without asking the LORD and I advise you not to do it on your own either. The Holy Spirit has taught me this way for a period of 48 years and it is the Holy Spirit Who is bringing this program to you. The Holy Spirit is our Teacher. I challenge you to try using the Holy Spirit.

I have used what Sam Brown and the Holy Spirit has taught me during my 48-year track record on several prominent people and special events with unheralded success. Do not let life pass you by without taking a serious look at this opportunity for your personal financial and spiritual success through the P.A.U.S.E. ® Wealth Building System. If I can do it, so can you.

# HOW TO USE THE P.A.U.S.E. WEALTH BUILDING SYSTEM

Let me introduce you to the P.A.U.S.E.®: Practical Application and Use of Scriptures Everyday, Wealth Building System and how to use this book and the system.

Each book in the Wealth Building series is designed using stories, anecdotes, and biographical information summarizing Alonza C. Brown's life wherein he earned nearly one million dollars three times. Found within the pages of each chapter are the scriptures which he applied throughout his life and the situations to which he applied them. They are underlined within each chapter along with key wealth building tips.

There is a summary of key "Wealth Building Scriptures" and "Wealth Building Tips" found at the end of each chapter. The "Wealth Building Scriptures" chapter summary is entitled "My Daily Commitment." The "Wealth Building Tips" chapter summary is entitled "My Daily Affirmations."

There is one scripture and tip for each day of the week. Number one, you apply Sunday, number two, you apply Monday, and number three, you apply Tuesday; and so forth. You read these scriptures aloud three times a day; good times are at meal times and at bedtime; or do it in one sitting. One time for the Father, one time for His Son, and one time for the Holy Spirit. This helps you to have the strength to do God's Will in executing today's assignments.

Each chapter represents a week, i.e., chapter one equals week one. You will notice that the chapter summaries are noted

as “Week One, Week Two, Week Three,” and so forth. There are sixteen chapters in this book. This correlates to sixteen weeks. This is a sixteen-week program where success is guaranteed.

This book can be used in your personal home study, your weekly Bible study, or in any weekly or scheduled class which seeks to spiritually and economically empower its participants. This is an individual or group--daily, weekly, or sixteen-week program depending on how you want to use it. Use it to compliment your current spiritual development delivery module.

In summary, the P.A.U.S.E. Wealth Building System: Practical Application and Use of Scriptures Everyday is designed based on the life of Alonza C. Brown. He is a three-time millionaire, at one time one of the richest African-Americans living in Metro Atlanta, who is imparting into you his secrets of success. This wealth-building program has the Pathway to Success, seven cornerstone “Wealth Building Scriptures” and a plethora of “Wealth Building Tips” and information which when applied is guaranteed to bring success. These are underlined throughout each chapter.

As you start each and every day, do the *Pathway to Success*. Also, read aloud both “Daily Affirmations” and “Daily Commitments” three times a day during a 24-hour period. Do this every day with each chapter and for a period of sixteen weeks. In seminars, have the participants match the underlined words with the Wealth Building Scriptures and Tips. Life will take on a new meaning! Do it because it works!

---

# INTRODUCTION

My name is Brother James Anthony Allen, Holy Ghost-filled Evangelist and Director of eBlessings.us, an international Internet inter-denominational social services ministry who has contributed with help from the Holy Spirit to this effort by Alonza C. Brown. In this collaboration, the LORD and His Holy Family has revealed to me what has been shared with AC over the years and is now in a form which is more palatable to the average person and can be easily understood, absorbed and thus utilized and integrated into one's daily routines.

Many of you may know AC from his Real Estate days when “white flight” was beginning and at its paramount in Atlanta, Georgia. Many people benefited from his “Joseph-like” sales techniques and others may have found him to be distasteful; but you got to love him. According to AC, all his life he always had an interest in serving people and that is why the LORD blessed him with so much material gain. You can find people on both sides of this argument. What I can say is this—AC is an elderly man looking in the face of Eternity. This has a way of motivating a person to try to do that which is good in the sight of the LORD. The fear of the Lord is the beginning of knowledge and wisdom. J. Douglas Edwards says, “The only way to motivate a man is to frighten the hell out of him.”

Before AC came to our home, the Holy Spirit said to me, “AC Brown is coming over.” I thought and asked my wife, “Who is AC Brown? Do you know him? Is he that old guy standing up

praising God all the time at church?” Yes, that was him—AC Brown. During my life, the Holy Spirit may have told me only three times that someone was coming—this was one of those times. I knew something special was going to happen with this visit—P.A.U.S.E.® was revealed to me after four (4) years of working with AC; four tough long-suffering years.

When AC first came to the door he said, “The LORD told me to come by here.” I said, “The Lord told me that you were coming.” He said, “The LORD said if you do not come to the front door, go to the back door. If you and Allen have a falling out (and there were many—but the Holy Spirit directed me to keep working with him) go to the back door and keep knocking.” AC also told me this. He said, “Allen, I have been a millionaire three times. Each time the LORD told me to stick with a specific person and I would make millions. Allen,” he said, “this time the LORD told me to ‘*Stick with Allen,*’ and I am going to do just that. We are on our way to make millions. Allen, money will be falling like snowflakes falling from the sky in the wintertime!”

Alonza C. Brown was at one time the richest black man in Atlanta, Georgia or one of the richest. He owned and rented single-family homes and sub-divisions; and built and owned apartment home communities. He gained fortunes and lost fortunes. If you ask him how he gained his fortunes he will say from his experiences over the years but specifically what the Holy Spirit told him to do every step of the way. If you ask him how he lost his fortunes, he will say it was from business deals,

jealous peers, legal fees, and attempts to launch seminars around the nation to teach people the sales techniques, which took him to the top of his field.

AC is in his eighties and is imparting his sales techniques and how to allow the Holy Spirit to direct your every step in an attempt to help the homeless, bring the nation out of its economic slump, give families a way to “fish” instead of receiving handouts, give people an opportunity to learn how to make a livelihood selling something (because we all are always selling something), and to make his fourth fortune before he goes on to be with our Heavenly Father.

This is what you must know about Alonza C. Brown. His family has a Real Estate company, which is highly successful. According to AC, it is because they are using many of the principles he taught them outright or they learned surreptitiously or because of their own professionalism. They also had to sit under his playing sales audiotapes and motivational audiotapes day after day and year after year for over twenty (20) years. This technique is called repetition and is a power, which Father God has made available for us all.

It is only one of the many tools, which AC has culled over the years—from his own experiences, from those of others, from pastors and the Bible, wherein he learned to apply biblical tools (Scriptures) to his personal and business goals. Note that AC and his family goes to the top seminars around the nation—learning from the top people in the nation and around the world who teach anything and everything about selling and all

there is to sell. AC is bringing to you what he has learned from these seminars, workshops and from visiting multiple churches during his forty-eight (48) year track record of selling and attempting to teach people to sell. He will tell you in a minute, “If you don’t try anything, you will surely fail. You gotta try something to see if it will work for you.”

AC says, “Everyone is selling something all the time. When they open their mouths they are selling something. They need to sell Father God and His Son Jesus; and they need to learn to sell something to feed themselves and their families.” Therefore, AC is selling you this book, which is filled with ways for you to do just that—feed yourself and your family using God-given Scriptures which are guaranteed to give you the financial success and security which you seek or should be seeking. Enjoy reading this book as Alonza C. Brown imparts his wisdom to you.





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Wealth Building System

Doing It God's Way®

In Collaboration with  
**James Anthony Allen**  
Director, eBlessings



# Chapter 1

**Alonza C. Brown**

Using the

**P.A.U.S.E.**®

(Practical Application and Use of the Scriptures Everyday)

**Wealth Building System**

“For I tell you, that many prophets and kings have desired to see those things which ye see, and have not seen *them*; and to hear those things which ye hear, and have not heard *them*.”

Luke 10:24

**Doing It God’s Way**®



# Chapter 1

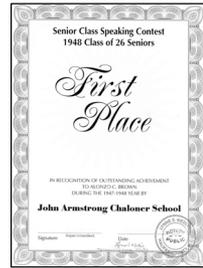
## Alonza C. Brown

### A Quick Glimpse into My 48-Year Track Record

**F**or 48 years I've heard people make statements like this. "If I had the proper education." Or "If I was not born with the color of this skin, I could succeed in life." "If I were only thinner... smarter... or prettier." But early in my life I learned how to join forces and team up with my brothers and sisters to form a partnership for success. I will teach the people across this land how I was able to do it. This wealth-building system will help many people. I have done it this way for over forty-eight (48) years. If I can do it this way, you can too.

My success started my senior year in high school. In high school I was labeled just a good old school bus driver. The principal of the high school was excited about having a speaking contest before you could graduate. He brought the Caucasian teachers from the Caucasian school to judge this contest. This was unusual.

I never had an opportunity to practice with my classmates before the speaking contest, because I drove a school bus during that class period. On the day of the contest, the judge stood and said, “Ladies and gentlemen, we have heard some good speakers today, but I’m going to have to give Alonza C. Brown first place.”



Remember this always, in high school I was labeled “just a good old school bus driver.” But before I left that stage that day as the good old school bus driver that I was, I made up my mind that very day that everything I would touch in life from this point forward would turn to gold.

Remember what I said – I was in high school driving a school bus to make extra money. If I can do it this way, you can too. And it is not too late to make that decision to start—to make a change in your life. Why did I make this decision? How could I make this decision? I decided I was going to use the same technique I used to win that speaking contest. If you can do it the way I did it, you’re on your way to receive the real Promises of God.

The question is: How did I win that speaking contest? My sister-in-law Ruth Brown, a real-life saint, taught me at home at night by the mirror. In one of Ruth Brown's training sessions, my sister-in-law said to me, "Alonza, if you want to win that speaking contest, you need to consult your daddy Sam Brown."



This is what is going on all over this land. People are sitting in churches receiving new sermons, new messages. Pastors are bringing new messages to their congregations. Motivational speakers are bringing new ideas to their audiences. The problem is—most people are sitting there, taking notes, but still doing it the same old way when they go home. They are living life the same old way, at the same old time; many not realizing it while others attempt to change but poor rooting gets in their way.

Writing it down, listening to the CD once, going home, getting out of the car and continuing doing it their same old ways. Watching and waiting for the same old shows. Eating the same old food, at the same old places. Not going anywhere. Not doing anything with their lives. Just watching television while sitting on that couch or recliner. Talking to the same old friends, about the same old stuff. God is tired of this program—the way many of you are doing it. Use this book to learn to make a decision which will change your life and the lives of your families by beginning to live life using the Scriptures

everyday to guarantee your success—to get you out of that rut. Why do you think Father God gave you the Scriptures anyway? So you would apply them to your daily living, with Divine Goals for His Divine Purposes—for His Kingdom.

## Mr. Sam Brown

**I** want you to understand that Father God changed my gears that morning through Ruth Brown. When that gear shifts -- we begin to go in another direction. I'm here to testify to you that when that gear shifts, God is changing the direction that He wants you to travel. Listen at what Ruth Brown said to me.



“Alonza, if you want to win that speaking contest, you need to observe your daddy Sam Brown.”

That was all she said, but that was a mouthful.

I have practiced for 48 years, disciplining myself to keep my mind on God at all times. When that gear in life shifts, I know exactly what to do. And He tells us so clearly in the Bible, If you fear Me, I'll give you riches and honor and life.

“The secret of the LORD is with them that fear him; and he will shew them his covenant.”

Psalm 25:14 (KJV)

“O fear the LORD, ye his saints: for *there* is no want to them that fear him.”

Psalm 34:9 (KJV)

“He will bless them that fear the LORD, *both* small and great.”  
Psalm 115:13 (KJV)

“By humility *and* the fear of the LORD *are* riches, and honour,  
and life.” Proverbs 22:4 (KJV)

But if we don't keep our minds on God at all times, we'll miss that gear shifting every time. I knew from the moment Ruth Brown told me to observe my daddy Sam Brown that those gears were shifting. I heard that gear shifting and I made a decision to step on life's accelerator.

Listen, we must keep our minds on God at all times. We'll miss that gear shifting almost every time if we don't. And it's nothing but a habit—listening for that gear shifting—keeping our minds stayed on Him. It will be the best habit you'll ever develop in life. Keeping our minds on God is the habit we want to develop. Keeping our minds off of ungodly things—that is—focus on the positive and leave the negative wherever it was before it entered our minds. Now we are heading in the right direction.

You've got to understand why God wanted me to observe Sam Brown. Sam Brown sent seven of my sisters and brothers to college. This was during the Depression Years. He had four girls in college at the same time, and he was only a farmer. I never heard this farmer say he didn't have any money. Sam Brown paid off his 98-acre farm in the 1920's, when everyone else was losing their farms. And during the Depression, he paid for his children's college tuitions.

I would see him standing in the fields with five vocational agriculture teachers; both African-American and Caucasian brothers came to seek his advice from all over the entire state of North Carolina about farming, or so I thought.

One day I asked him, “How can you spend all that time with county agents and vocational agricultural teachers?” I asked him how could he do it and make money to take care of the farm and the family.

He looked at me real strange, but he had a smile on his face -- a serious smile. I will never forget it.

He said, “I can’t afford not to help them.”

I said, “You’re not making a dime out of this.”

And then he said to me, “The way you get God’s attention in life is to be more concerned about His people than you are about yourself.” Then Sam Brown said, “That is why I cannot afford not to help them.”

---

Be More

Concerned about  
God’s People than

You are About

Yourself

---

That is why today God is saying to me, “Go feed my chickens.” This is why He said that to me. For four years I had fed chickens and turkeys at the Swift Poultry Farm in Greensboro, North Carolina. God knew that on that farm is where I spent much of my *study* time when I was attending North Carolina A & T College. Instead of studying for my classes, I was working at the chicken farm so I could pay my

way through college. Guess who spent much of her time with me there? My wife Gladys Lea Brown, the lady who I would not have met if I were not obedient to God's Voice saying to leave my little girlfriend in high school behind.



God is saying to me and to you—what you need in life will come through Me. Bring Me your desires, bring them through Me and I will give you what you need to feed the chickens you got in your house. Maybe you don't have chickens, maybe you have some cats, dogs, or horses. They need food too. God will take care of them and you as well.

I carried that one concept into several fields over my 48-year track record. A man with a C and D transcript from college -- didn't know anything about three different fields, but made millions in each field. If I can do it this way, you can too!

I would see Sam Brown sit with the Bible in his lap early in the morning. Everyone at home was sound asleep, except him and me. He would sit there, the Bible in his lap with tears rolling down his face, but I never did see him turn a page.

"Why are you crying?" I asked him. "And furthermore," I said, "I never see you turn a page."

Here again, he looked at me real strange again. He had a way of doing that. I continued, "The boys talk about reading the

Bible, but I never see you reading your Bible. And I never see you turn a page.”

He said, “I meditate on the Word. There is a difference.”  
I never forgot what he said. I never forgot it. And then he explained to me how you meditate on the Word.

He said, “You take everything out of the Bible. You make sure every leaf is turned down smooth, i.e., so the Hand of God will move that page to where God wants you to meditate. And then you hold both hands under that Bible, and say, “*In the name of Jesus, Father, let your Word open to where You want me to read. Please Father give me my daily Bread.*””



## **.:PAUSE:. Wealth Building Scriptures**

### **Week 1 – My Daily Commitment**

1. Sunday - “A new commandment I give unto you, ye love one another; as I have loved you, ye also love one another.” John 12:34 (John 15:12,17); “By this shall all *men* know that ye are my disciples, if ye have love one to another.” John 13:35.
2. Monday - “And all things, whatsoever ye shall ask in prayer, believing, ye shall receive.” Matthew 21:22; “For verily I say unto you, That whosoever shall say unto this mountain, Be thou removed, and be thou cast into the sea; and shall not doubt in his heart, but shall believe that those things which he saith shall come to pass; he shall have whatsoever he saith.” Mark 11:23.
3. Tuesday - “Trust in the LORD with all thine heart; and lean not unto thine own understanding. In all thy ways acknowledge him, and he shall direct thy paths.” Proverbs 3:5-6.
4. Wednesday - “And it shall come to pass, if thou shalt hearken diligently unto the voice of the LORD thy God, to observe and to do all his commandments which I command thee this day, that the LORD thy God will set thee on high above all nations of the earth: and all these blessings shall come on thee, and overtake thee, for

thou shalt hearken unto the voice of the LORD thy God.” Deuteronomy 28:1-2.

5. Thursday - “And thou shalt love the Lord thy God with all thy heart, and with all thy soul, and with all thy mind, and with all thy strength: this is the first commandment.” Mark 12:30.
6. Friday - “Trust in the LORD with all thine heart; and lean not unto thine own understanding. In all thy ways acknowledge him, and he shall direct thy paths.” Proverbs 3:5-6.
7. Saturday - Blood of Jesus prayer. “And he spake a parable unto them *to this end*, that men ought always to pray, and not to faint;” Luke 18:1; “Watch ye therefore, and pray always, that ye may be accounted worthy to escape all these things that shall come to pass, and to stand before the Son of man.” Luke 21:36; “Wherefore also we pray always for you, that our God would count you worthy of *this* calling, and fulfill all the good pleasure of *his* goodness, and the work of faith with power:” 2 Thessalonians 1:11.
8. Bonus - “Greater love hath no man than this, that a man lay down his life for his friends.” John 15:13.
9. Bonus - “But his delight is in the law of the LORD; and in his law doth he meditate day and night.” Psalms 1:2.

(Read Wealth Building Scriptures Aloud–3x Daily)

## **.:PAUSE:. Wealth Building Tips**

### **Week 1 – My Daily Affirmation**

- 1.** Sunday - I will join forces and team up with my brothers and sisters of every nation forming partnerships of success.
- 2.** Monday - I make up my mind that every day everything I touch in life from this point forward will turn to gold.
- 3.** Tuesday - I will do extra things to get ahead. I will go beyond what is expected of me.
- 4.** Wednesday - I will make decisions, which change my life for the positive.
- 5.** Thursday - I will apply scripture to my daily living expecting my goals to be accomplished with divine purposes.
- 6.** Friday - When that gear in life shifts, I will know exactly what to do by being prepared to go to the next level.
- 7.** Saturday - I will keep my mind on God at all times. It will be the best habit I will ever develop in life.
- 8.** Bonus - I will get God's attention in life by being more concerned about His people than I am about myself."
- 9.** Bonus - I will meditate on the Word. It will make a difference. I will make a difference.

(Read Wealth Building Tips Aloud-3x Daily)



# Chapter 2

## Your Personal Success

Using the

**P.A.U.S.E.**®

(Practical Application and Use of the Scriptures Everyday)

**Wealth Building System**

“But as it is written, Eye hath not seen, nor ear heard, neither have entered into the heart of man, the things which God hath prepared for them that love him.”

1 Corinthians 2:9

**Doing It God’s Way**®



# Chapter 2

## Your Personal Success

### The Pathway to Your Personal Success

**T**hen Sam Brown after showing me how to get the “Daily Bread” looked at me with that strange look on his face and said, “That’s the way you get your daily bread.”

I never forgot that concept.

He said, “I want the daily bread in life.”

And I call that concept in my books, cassettes, and CDs, the *Pathway to Success*. Regardless of what you do for a living it works. There is a path in every career field to follow. If you follow these God-purposed paths, they will lead you to your

personal success as it does for the leaders in every field. The *Pathway to Your Personal Success* shows you how to follow those paths. It works for every field into which you go regardless of your education level or experience.

Any man or woman, boy or girl, who uses the *Pathway to Your Success* every day, seven days a week, will have success. No man on earth can compete with you unless they are doing it this way. I don't care what you do for a living this works. I don't know about you, but I want everything that's rightfully mine and you should, too.

It's not the color of our skin that holds us back; nor is it our attractiveness or weight. What holds us back are the procedures that we use or do not use; or the choices we make or do not make. These procedures work. They worked very well for me and they will work very well for you also.

When you use this procedure, your Bible will be open to two pages. Read your Bible from left to right, start with the first chapter (or Psalms) which appears on the left. If there is not a chapter (or Psalms) beginning on the left, start with the Psalms or chapter on the right. Complete the chapter (or Psalms) which you started. You may have to turn a page to complete the chapter (or Psalms) — and that's okay.

Read the chapter (or Psalms) three times. Why three times? One time for the Father, one time for the Son, and one time for the Holy Spirit. This gives you the strength and know-how to do God's Will. It takes a lot of strength and know-how to perform and execute the Directives which God gives you. When it falls on the Psalms or the chapters, complete each chapter or each Psalm.

Read each chapter three times or each Psalm three times. Read them aloud.

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You Want to  
Correctly Convey  
Your Ideas to Your  
Customers

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Why read them aloud? The answer is two-fold:

- 1) The purpose of reading them aloud is it gives you a good speaking voice. A good speaking voice is a must to make it in this land. When you speak to your customers they must hear you distinctively so they can not only get the same understanding which you have received over the years, but hear exactly what you are attempting to convey to them with the specific words that you are using. You want to correctly convey your ideas to your customers.
- 2) You gain power from the words of the author by speaking and believing what God has said in His Word. Let the words become a part of you, a part of your being. Believe what you are reading and put it into action. And become a doer of the God's Word and not just a hearer.

Hear the words as you read them and between each reading, lift your hands in praise to God. Thank Him for what He is doing in your life, but do not ask Him for anything. Tell Him how good He has been to you and mean it.

Here are two examples of praise to use at the completion of each reading of each chapter or Psalm. Do this three times; once after each reading of the scripture to which your Bible opens. Here are two examples, which you can use in between each reading. And it doesn't matter which one you use; as long as you use them at the end of each reading. You can use your own as long as they are praise-worthy.

Say:

- 1) *“Thank you Father for keeping me as the apple of your eye. Thank You Father for hiding me underneath the shadow of Your wings.” “If it had not been for you Father, bloody men would have swallowed me up in this earth. Thank You Father.”*

When you complete saying this, reach your hands up as far as you can and praise God. Stand up and do this. Don't just sit there, stand up. Standing is praise-worthy, biblical and a little exercise helps us to feel good no matter what we are doing, but especially when we are meditating on the Word.

And let me say this, it doesn't matter which one you use. You can change them around and use the one you would like to use.

Say:

2) “Thank You Father for being so good to me. “You are an awesome God, You are a loving God, You are a kind God, You are a sweet God. My expectation cometh from you. Without You Father, I cannot do anything on this earth.” Thank you for enlarging me when I was in distress.”

This is the type of praise which is to be used. We want to: 1) thank Him, then 2) praise Him. My experience has been the more you lift your hands in praise to God, the more blessings will drop from Heaven to you. You cannot fake it until you make it. You have to trust and believe in this. You have to trust and believe God from the top of your head to the tip of your toes. All throughout the Bible, it tells you to trust and believe in God.

King David says, you have to praise Him when times are good, and you have to praise Him when times are bad. Didn't he say this? If you think I praise Him in the church, you should see me praising Him on the job or at home. When we do not see our praises working, do not get into a pity-party too quickly—not at all is my suggestion to you. Try to praise God before your adversity attacks, during an adversity attack, and never get into a pity-party. Pity parties block people's ideas. Praise brings

blessings. When you turn your pity-party into a happy state of mind—ideas, direction, and blessings follow. You cannot sell when you are depressed. Remember, jokes can and will take you and your customers out of their bad moments, their bad thoughts, and their pity-parties.

## Hightower Road

**H**ightower Road. Hightower Road Apartments. This is an example of how the *Pathway of Success* worked for me and how it can work for you. I was in my office on Lindhurst Drive, selling 10-15 homes a month. I was the sole salesperson involved in presenting these home sales opportunities to prospective buyers and sellers; no one else was involved in my sales. To this day, I don't know how in the world I did it all but for the LORD. Look at what was going on, and I did it all:

- 1) Selling 10-15 houses per month,
- 2) Dealing with the water department telling me I had no water nor sewer rights on the land I had just purchased; the land being the old City Dump,
- 3) Supervising the manager of our Cascade Cabana Apartments which we owned and managed,
- 4) Dealing with the Surveyor shooting from Burton Road,
- 5) And eventually dealing with the property salesman who sold me the property to which water and sewer rights were finally

granted, trying to buy the land back from me for double the price.

When you are dealing with this much diversified property management, everyone wants to talk to you. But you don't have time to talk to anyone. You don't have time to think; you are just acting and reacting.

This is how it happened. A man walks into my office. Oh this man could sell; and he was dressed for the occasion. Listen to what this man said to me.

“Mr. Brown, MARTA is coming through in two years. You will make a whole lot of money if you buy this property I have for you.”

Boy, did he have my attention. Every Real Estate man wants to make a whole lot of money on a “sweetheart” deal. This sounded like one of those deals to me. It seemed too good to be true. Boy could this man sell. You know we can talk too much and get ourselves in a mess. Sometimes it pays to listen. This man had my attention. I was listening.

He said, “The price is right. \$100,000.”

You know what they say, “If it looks like it's too good to be true—then it most likely is.”

Then he said, “Mr. Brown I got three acres of land on Hightower Road and you can have it for a measly \$100,000. The good thing about it is, it is zoned for apartments.” He was lying to me, but I did not know it at the time.

He did not have to say anything else. But one thing I want to point to everyone who reads this book, I acted like I didn't know anything about MARTA coming through the area—specifically, right through that property. I knew it already. I knew it because during my *Pathway of Success* time it was revealed to me.

That is doing the Word. I am talking about that Word that God is talking about. Not only was I being shrewd like Jacob with Laban, I was protecting my interests like Abraham with Sarai and the King of Egypt. I was playing a role: the “dumb Negro.” He bought it hook, line, and sinker; then I bought the property. I acted as if I did not know MARTA was coming through.

Immediately, after this man left, I carried the good news home to my family. We are supposed to spread the Good News. Well I was spreading the good news about my business transaction to my family. My house filled with the joy of the money I expected to make from MARTA because of this property purchase.

My two sons were around the house singing this song, “Daddy is going to make a whole lot of money. Daddy is going to make a whole lot of money.”

I heard my wife tell my oldest son this, “Your daddy is the smartest man who ever walked on this earth.”

I even thought so myself until I got to city hall to get the building permit. That is when I discovered that I had bought a

piece of land which I had put \$100,000 into, money dispersed and the deal closed, only to discover that there was no way to bring in water nor sewer onto the property. The man at city hall who was selling the building permits, said to me.

“Oh that Tim got you didn’t he Mr. Brown?”

You can make a mistake with God and He will turn it into a fortune. He was referring to Tim Alexander who sold me the property. You can think you are making a mistake, but don’t. Your family may think you are making a mistake, but don’t you think that way. Think positively and expect positive results. These sales techniques can turn a fortune. Herman Russell and all the big-time Real Estate men refused to deal with those three acres on Hightower Road. But here is the good news. Don’t ever forget it as long as you live on this earth. I did not get into a pity-party. Don’t you ever get into a pity-party. Count everything that comes your way as joy.

“My brethren, count it all joy when ye fall into divers temptations; knowing *this*, that the trying of your faith worketh patience. But let patience have *her* perfect work, that ye may be perfect and entire, wanting nothing.”

James 1:2-4 (KJV)

I went home, got up early the next morning reaching for my Bible as soon as I got up. That is all I had to do. And it was no more work than drinking a glass of water. I talked to my Heavenly Father just like Christ did when He was sent to this

earth. Jesus got up early every morning and talked to His Heavenly Father didn't He?

God asked me, "Have you meditated on My Word this morning?"

I asked Him, "Where do You want me to turn to Father? Show me Father, what to do and how to do it?"

If a man with a C and D transcript can do this kind of stuff that means every man who reads this book can do it too. You will discover that doing the *Pathway to Success*® for your success will be the greatest drink of water that you ever had.

Remember, what may look like a headache is only a blessing in disguise. The Hightower Road apartment home community was finally completed on this property after I got the building plans together, the loan worked out, and the construction overseen, managed, and completed. Two years later in comes MARTA, condemning properties left and right in metro Atlanta—pushing the public transportation issue right through this property, which now has a 60-unit apartment home community sitting on it.

My wife and I netted after everyone got paid off, a net of over \$300,000 tax free. Tax free because it was a condemnation project. You do not have to pay taxes on condemned property. And all I had to do was ask Father God who should I get me as an attorney to represent me on this transaction with MARTA. MARTA, the same public transportation company which

condemned the land, turned right around and bought this land from me. If I can do it, you can too.

But before I realized that success this is the rest of the story. I knew I needed an attorney to help me fight MARTA over my land which was condemned. I asked Father God what I should do. Guess what my Heavenly Father said to me during the *Pathway to Success*®?

“What about this man from Greensboro North Carolina?” That is all I needed to hear. I contacted J. Kenneth Lee. I told him that I needed his services but I did not have any money to pay him.

“Brown, pay me when you get it,” is what J. Kenneth Lee said to me.

He was the attorney from North Carolina who the Lord was talking about. I was sending Kenneth Lee documentation of everything that MARTA was doing concerning that property. Everything that MARTA was doing incorrectly Kenneth Lee was receiving in the mail from me and he evaluated everything. And I do mean everything. Leaving appraisal packages in my door, not following the rules and regulation on the appraisal and property condemnation. They were doing sloppy work.

He had researched how they were to condemn properties and conduct appraisals in Georgia and found they were doing much of their work incorrectly—not by the books. Kenneth Lee

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Get the  
Daily Bread  
Out of Life

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was one of those people in my life with whom the Lord told me to stick—“Stick with Kenneth Lee.”

I had to fly him to Atlanta, Georgia to represent me. J. Kenneth Lee had to file a brief before going to court. He called the judge before coming to Atlanta. Guess what he said to the judge?

“I am not coming down there to talk about appraisals,” Kenneth Lee told the judge, “I am coming down there to close MARTA down. When they made the appraisal, condemning the property, they did not do it correctly. They didn’t do that and many other things correctly and I know it.” Kenneth Lee continued, “And your Honor, tell them if I do not win this in Atlanta, I will win this in Washington, D.C. I am coming down there to shut MARTA down if they do not do the right thing in this case.”

Do you know that they would not go to court with this man? MARTA paid me and they paid J. Kenneth Lee an extra \$100,000 just to get him out and keep him out of town. He pulled me aside and said, “Brown, I am going to give you \$60,000 of the \$100,000 and I am going to take \$40,000 for my expenses for coming here.

This is a beautiful world in which we are living. You have to know how to use the *Pathway of Success* to get your personal success. You cannot lose with God and His Son Jesus.



## Back to the *Pathway to Success*®

**W**hen you **do** the Pathway to Success,® hear the words as you read them aloud and in between each reading, lift your hands in praise to your Heavenly Father. Thank Him for what He is doing in your life, good or bad; counting it all joy. Remember, do not ask Him for anything in between each reading. Tell Him how good He has been to you and mean it.

You have to read the scripture three times. Remember this always, the only Ones in the room are God, His Son, and the Holy Spirit and you. You read the scripture three times: one time for the Father, one time for the Son, and one time for the Holy Spirit. This gives you the strength and the know-how to do God's will.



## **.:PAUSE:. Wealth Building Scriptures**

### **Week 2 — My Daily Commitment**

1. Sunday - “My voice shalt thou hear in the morning, O LORD; in the morning will I direct my prayer unto thee, and will look up.” Psalms 5:3; “Give us this day our daily bread.” Matthew 6:11: “Trust in the LORD with all thine heart; and lean not unto thine own understanding. In all thy ways acknowledge him, and he shall direct thy paths.” Proverbs 3:5-6.
2. Monday - “My voice shalt thou hear in the morning, O LORD; in the morning will I direct my prayer unto thee, and will look up.” Psalms 5:3; “And now I am no more in the world, but these are in the world, and I come to thee. Holy Father, keep through thine own name those whom thou hast given me, that they may be one, as we *are*.” John 17:11; “Then said Jesus, Father forgive them; for they know not what they do. And they parted his raiment, and cast lots.” Luke 23:34.
3. Tuesday - “*There is no speech nor language, where* their voice is not heard.” Psalms 19:3; “Then spake Jesus to the multitude, and to his disciples,” Matthew 23:1.
4. Wednesday - “And the burden of the LORD shall ye mention no more: for every man’s word shall be his burden; for ye have perverted the words of the living God, of the LORD of hosts our God.” Jeremiah 23:36; “For by thy words thou shalt be justified, and by thy words thou shalt be condemned.” Matthew 12:37; “For

our gospel came not unto you in the word only, but also in power, and in the Holy Ghost, and in much assurance; as ye know what manner of men we were among you for your sake.” 1 Thessalonians 1:5.

5. Thursday - “Enter into his gates with thanksgiving, and into his courts with praise: be thankful unto him, and bless his name.” Psalms 100:4; “Oh that *men* would praise the LORD *for* his goodness, and *for* his wonderful works to the children of men!” Psalm 107:31.
6. Friday - “Praise ye the LORD. Praise ye the name of the LORD; praise *him*, O ye servants of the LORD.” Psalms 135:1; “Lift up your hands *in* the sanctuary, and bless the LORD.” Psalms 134:2.
7. Saturday - “My brethren, count it all joy when ye fall into divers temptations;” James 1:2.
8. Bonus - Play the role... Joseph story: Genesis 39.
9. Bonus - ...“Princes also did sit *and* speak against me: *but* thy servant did meditate in thy statues.” Psalm 119:23; John 8:2; “My hands also will I lift up unto thy commandments, which I have loved; and I will meditate in thy statues.” Psalm 119:48.
10. Bonus - “And we know that all things work together for good to them that love God, to them who are the called according to his purpose.” Roman 8:28.

(Read Wealth Building Scriptures Aloud-3x Daily)

## **.:PAUSE:. Wealth Building Tips Week 2 – My Daily Affirmation**

- 1.** Sunday - I will get my daily bread by doing the *Pathway to Success*®.
- 2.** Monday - I will read the Scriptures out loud; not yelling but aloud, in my speaking voice.
- 3.** Tuesday - I will practice speaking properly. I will correctly convey my ideas to my customers.
- 4.** Wednesday - I will gain power from the words of authors when I read their words by reading in my speaking voice and listening to the words.
- 5.** Thursday - The *Pathway to Success*®. I will hear the words as I read them and between each reading, I will lift my hands in praise to God. I will thank Him for what He is doing in my life, but I will not ask Him for anything. I will tell Him how good He has been to me and I will mean it.
- 6.** Friday - I will lift my hands in praise to God more and expect blessings (opportunity) to drop from Heaven.
- 7.** Saturday - I will not have any “pity parties” which block ideas. I will respond positively to whatever happens.
- 8.** Bonus - I will play the role that needs to be played.
- 9.** Bonus - The *Pathway to Success*®. I will get up early in the morning reaching for my Bible as soon as I get up.
- 10.** Bonus - I believe good comes from what every person does. I believe there are no mistakes with God.

(Read Wealth Building Tips Aloud-3x Daily)

# Chapter 3

## Programs for Success

Using the

**P.A.U.S.E.**®

(Practical Application and Use of the Scriptures Everyday)

**Wealth Building System**

“Trust in the LORD with all thine heart; and lean not unto thine own understanding. In all thy ways acknowledge him, and he shall direct thy paths.”

Proverbs 3:5-6

**Doing It God’s Way**®



# Chapter 3

## Programs for Success

### Program Number One

**N**umber One Program. I lifted up my eyes and voice to God asking Him to give me my tailor-made church home and tailor-made business program. When you lift your voice and eyes to God asking about that church home that is tailor-made for you and He gives that church to you, then “stick to the plan.” God put me in two programs. The number one program God put me in was the “Church Home” that was tailor-made for me and the number two program was J. Douglas Edwards’ “Tell It Like It Is” program.

God said to me, “Wherever you go in life, whatever you want to accomplish in life’s seminars, when you get back home -- get back on these two programs.” The “Church Home” that’s tailor-made for you and J. Douglas Edwards’s “Tell It Like It Is” program. That J. Douglas Edwards surely could talk some business to you—the “closing your sales” business. Remember, everyone is always selling something.

All churches, all jobs, all businesses, are not tailor-made for me, nor for you. I want to make sure I’m in the church home that’s tailor-made for AC Brown. You want to make sure you are in the church home that is tailor-made for you too.

We all should look at it this way – Father God has a plan, a purpose for every individual who walks this earth. We’ve also got to look at it this way -- if it were not for God, we would not

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Find a  
Church Home  
that is  
Tailor-Made  
for You

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be here now alive and walking here on this earth. This kind of language is easy to say, but not easy to believe, and certainly not easy to live for most individuals. You must believe from the top of your head to the bottom of your feet for that mustard seed of faith to activate in your life. I do not deviate from the plan that God gives me, not one inch. And you should not either.

If you try to put your two cents worth in there, and arrange it the way you think it should go, you go nowhere. Or you may go somewhere, but you may not like it when you get there. You will be sitting in the church home that is tailor-made for you or you will be sitting in the church that is not tailor-made for you; not your church home.

In that church home that's tailor-made for you, you can hear one word that will revolutionize your entire life. Or you can be over there in another church home because there is a crowd over there and you miss the word that is tailor-made for you in your true church home to which God told you to go.

Be in the church home that is tailor-made for you. If I can do it this way, you can too and success will be yours!

## Program Number Two

**N**umber Two Program. “Tell It Like It Is” The number two program is J. Douglas Edwards’ “Tell It Like It Is” program. His program is simply: Tell it like it is. Don’t cover up anything. Talk about everything. His program was one of professional motivation through communication. J. Douglas Edwards, at the height of his life experience was considered by many to be the world’s greatest sales trainer; working with sales persons at the \$100,000 and above sales range, teaching closing techniques and sales approaches.

You must practice your sales approach so that it becomes a part of your personality. You have to relate to people and let them know specifically that you are going to do it this way: God's Way. To be successful doing it God's way—remember, everyone is selling something all the time. If it is only yourself, you must sell yourself to be successful.

Father God favors prepared individuals. Prepare yourself by knowing and using the Scriptures and by focusing on the positive and not the negative in everything, including yourself. Here are a few:

*Pointers to Live by.*

- A) Be real to yourself, your goals, and Father God,
- B) Study and know your product and your market,
- C) Focus on the positive things in your life, and practice the repetition of those things,
- D) Write and re-write your sales pitch to fit your market and your product as perfectly as possible,
- E) Rehearse your presentation, practicing in front of a mirror, in front of a child, your husband or wife, or in front of one of your peers.

Relate your presentation to the personality of the person who will be in front of you. You have to get serious with your sales approach if you want it to become a part of your personality.

Sales approaches do not work and will not work if you have to turn them off and turn them on. Sales approaches will not work and do not work if you turn them off and on due to your fear, apprehension, unpreparedness, or lack of confidence.

We may want to do it *this* way or we may want to do it *that* way – but we must do it God's Way. What this means is to acknowledge God's contribution in your life (this amounts to praise) during your conversation with the person across from you; the person to whom you are selling. You must practice your sales approach so that it becomes a part of your personality. This doesn't have to be for a life-time but for the season in which you want to have success through high sales volumes.

Study. Know. Rehearse. Engage. Success. Study your market and product. Know your sales approach. Rehearse your presentation. Engage your potential client. Success will be yours.

Do not always stay on the beaten path; try something different. It is often said, insanity is doing things the same way and expecting a different result. Try something new. Consult God first.

Make your goals a part of your personality. Remember, some things you can only do if you own your own business. Some risks you can only take if you own your own business.

When you work for others, you must follow their rules which may not relate to selling the way you would do it if you were working for yourself.

Do not allow fear to turn you off and on. Do not let fear turn you off of a proposal, a business deal, a way of life or off of your present path. Stick with your plan—stick to your goals.

Place your goals where you can see them daily—a refrigerator will do just fine. Repeat your plans at least three times a day. Do you have a plan? Stick to that plan and let that plan be God's Plan for you and your business and your family. Do you live life this way?

Here comes the wife. Are you going to stick to God's plan—to God's goals and God's direction given to you and your family during your *Pathway to Success*®? Here comes decision time. Here comes your child; its decision time. Is that God's Plan? Here comes the husband; its decision time. Are you going to stick to your goals—to God's plan? Here comes your boss. Are you going to stick to the plan—to your goals?

God helped me make the decision. God and I have to deal with the consequences of the decision. Since Father God helped me with the decision, God and I are going to make the decision happen; goal by goal, step by step, day by day. Write it down and make it plain and place it on your refrigerator, reviewing it everyday. If I can do it this way, you can too!

We are talking sales approaches here. The head of the household is responsible and must govern himself accordingly by living life God's way – living by God's decisions. Is this your decision or your wife's decision? Is this your decision or your husband's decision? Is this a decision made for a child? Is it your decision or your boss's decision?

Is this your decision or your prospective customer's decision? The man is the head of the household and must know what his family needs. You are the boss of you -- are you operating this way? -- Making your decisions and following them?

Are your decisions, Father God's decisions? Do your decisions have God's will in mind? His goals and objectives?



## **.:PAUSE:. Wealth Building Scriptures** **Week 3 — My Daily Commitment**

1. Sunday - “Trust in the LORD with all thine heart; and lean not unto thine own understanding. In all thy ways acknowledge him, and he shall direct thy paths.”  
Proverbs 3:5-6.
2. Monday - “Know ye not that they which run in a race run all, but one receiveth the prize? So run, that ye may obtain.” 1 Corinthians 9:24; “Wherefore seeing we also are compassed about with so great a cloud of witnesses, let us lay aside every weight, and the sin which doth so easily beset us, and let us run with patience the race that is set before us,” Hebrews 12:1; Ecclesiastes 9:11.
3. Tuesday - Abraham and Sarai (Genesis 12); “And the LORD was with Joseph, and he was a prosperous man; and he was in the house of his master, the Egyptian. And his master saw that the LORD *was* with him, and that the LORD made all that the did to prosper in his hand.” Genesis 39:2-3.
4. Wednesday - “Study to shew thyself approved unto God, a workman that needeth not to be ashamed, rightly dividing the word of truth.” 2 Timothy 2:15; “My brethren, count it all joy when ye fall into divers temptations;” James 1:2.

5. Thursday - “For even hereunto were ye called: because Christ also suffered for us, leaving us an example, that ye should follow his steps:” 1 Peter 2:21.
6. Friday - “Study to shew thyself approved unto God, a workman that needeth not to be ashamed, rightly dividing the word of truth.” 2 Timothy 2:15.
7. Saturday - “After these things the word of the LORD came unto Abram in a vision, saying, Fear not, Abram: I am thy shield, and thy exceeding great reward.” Genesis 15:1; “Ye shall not fear them: for the LORD your God he shall fight for you.” Deuteronomy 3:22; “And Joshua said unto them, Fear not, nor be dismayed, be strong and of good courage: for thus shall the LORD do to all your enemies against whom ye fight.” Joshua 10:25; “Are not five sparrows sold for two farthings, and not one of them is forgotten before God?” Luke 12:6.
8. Bonus - “And the LORD answered me, and said, Write the vision, and make *it* plain upon tables, that he may run that readeth it.” Habakkuk 2:2.

(Read Wealth Building Scriptures Aloud-3x Daily)

## **.:PAUSE.: Wealth Building Tips Week 3 – My Daily Affirmation**

- 1.** Sunday - I will attend the “Church Home” that is tailor-made for me. Father God has a plan for my life and applying principles found in this book is a part of that plan.
- 2.** Monday - I will learn and practice the number two program of AC Brown: J. Douglas Edwards’ “Tell It Like It Is” program of sales approaches and closes, remembering I am selling something all the time.
- 3.** Tuesday - I will practice my approaches so that they become a part of my personality. I am selling something all the time.
- 4.** Wednesday - I will prepare myself by knowing and using the Scriptures, pointers to live by, and by focusing on the positive and not the negative in everything, including myself.
- 5.** Thursday - I will relate my presentation to the personality of the person who I am selling. I will acknowledge God’s contribution in my life by being like Jesus, turning heartbreak and tears into joy.
- 6.** Friday - I will study. I will rehearse. I will engage. I will succeed. I will make my goals a part of my personality.
- 7.** Saturday - I will not allow fear to turn me off and on.
- 8.** Bonus - I will write down my goals and make them plain and place them on my refrigerator, reviewing them daily.

(Read Wealth Building Tips Aloud-3x Daily)

# Chapter 4

## Look Up

Using the

**P.A.U.S.E.**®

(Practical Application and Use of the Scriptures Everyday)

Wealth Building System

“While we look not at the things which are seen, but at the things which are not seen: for the things which are seen are temporal; but the things which are not seen are eternal.”

2 Corinthians 4:18

**Doing It God’s Way**®



# Chapter 4

## Look Up

### After Army Discharge

**F**ifteen months to go in the army and my wife was teaching in Fayetteville, NC. We want things, but we often do not act them out. We must walk them out. We talk about faith, but we don't act it out. I acknowledged to God again. Why? I was getting out of the service in 15 months. I said, "Father in the name of Jesus, I will be getting out of service in 15 months. I want to be working in the same location in which my wife is working."

My wife was teaching in Fayetteville, North Carolina.

In three months, she and the principal had some misunderstanding. He fired her right on the spot.

I knew what was happening, but she didn't. She had been there for about five years doing a good job and it happened. God was directing our paths. I knew it, but she didn't know it. She accepted a job immediately in Newbern, North Carolina. Another principal hired her before she could hardly get home.

That summer after I left military service, I went back to A & T College in Greensboro, North Carolina for summer school.

“Brown,” my brother-in-law Wilbert Rainer said, “I know you are an agriculture major. Why don't you take some industrial arts courses?”

Immediately, I said, “I believe Wilbert Rainer got something here.”

“Take the industrial arts courses,” he said. “It won't do anything,” Wilbert continued, “but help you in your vocational agriculture courses. All of it is shop work.”

I took Wilbert up on it. It wasn't Wilbert Rainer talking—that was God talking. You have to know when God is speaking to you through a person. You can listen and observe and watch and you can see and hear God talking to you and moving in your life.

Every subject I took that summer at A & T College was shop work. Here again that was God directing AC Brown's path. If you acknowledge Me, I will direct your path. Guess what happened at the end of that summer school? Here comes a letter from Newborn, North Carolina. The principal from

Newbern, North Carolina was writing me to come down for an interview.

He wanted me, a vocational agriculture teacher, to come to be interviewed for an industrial arts teacher job without a cut in salary. I went down. I knew I was going to get the job, because I had acknowledged to God. When I acknowledge God, tell God about a thing, I don't change God's plan. I do exactly what God has said for me to do. That is all I will do—God's plan. You can't dilly-dally around with God's plans or you plan to fail. Do it God's way.

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Don't  
Dilly-Dally  
When Talking  
to God about  
Your Plans

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“You shall not add unto the word which I command you, neither shall ye diminish *ought* from it, that ye may keep the commandments of the LORD your God which I command you.”

Deuteronomy 4:2

I knew Lea and I were going to be in the same town, because I had asked God for it to be that way. But I didn't know we were going to be at the same school. Wasn't that just like God to make it so right?

I worked two years as an Industrial Arts teacher without a cut in salary. If you acknowledge Me, I will direct your path. If you do it any other way, you are always going to think someone owes you something. Yes. You owe yourself something, because you did not acknowledge to God. You went on your own merry

way down the road to failure. If you do it any other way other than God's way, you will know that things are just not quite right. Something will be missing. You owe it to yourself to do it God's way—to live life God's way.

Do not think it is the color of your skin? Do not think you are not qualified? I worked in Newbern, North Carolina for two years. My wife worked in Newbern for approximately two and a half years. We decided to move west. Here again, when we put those applications in the mail, I immediately acknowledged God and He directed my path.

My wife immediately got a job in Sedalia, NC near Greensboro, teaching math and chemistry. I *immediately* received a vocational agriculture job in Yadkin County, in Yadkinville, North Carolina; a twelve-month job

Over my 48-year track record, no one has ever had to write a letter of recommendation for me. You have got to understand, God gives the promotions, not man. If you rely on man, you will be in trouble. I'm going to say it for what it's worth, God is a good God, but He is a jealous one.



## Yadkinville, NC

**I** got a vocational agriculture job in Yadkin County, 80 miles east of Greensboro, North Carolina. I had a year round job with travel pay. I would work at the high school until 12:00 noon and from 12:00 noon until about 5:00 p.m., I was on the farm working. The principal of the Yadkin County High School and the Superintendent of Schools had a good time laughing at my “C” and “D” transcript when I went to apply for the job. They sat there and laughed right in front of me. Can you believe that?

They only hired me for one year. They did not believe I had the qualifications to teach vocational agriculture in the Yadkin County High School. Understand me now, they only hired me for one year. Immediately when I walked out of the office, I knew that they wanted to try me out to see if I had the qualifications to teach vocational agricultural or fail at it.

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Stop Sitting  
on the Sidelines

Life will  
Take on a  
New Meaning

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There are a lot of people sitting on the sidelines. If they knew how to acknowledge God in everything they do in life, life would take on a new meaning. When you follow the Wealth Building Tips and Scriptures at the end of each chapter you will learn a plethora of knowledge. I'm so thankful that Sam Brown

started me out on the right track before he died.

When I walked out of that principal's office with the Superintendent of Schools standing there, I acknowledged God to be the best vocational agricultural instructor that ever walked into a school in North Carolina. Now I want you to understand that this was a new vocational agricultural department. This was the first year for a new teacher, AC Brown and his new farm boys.

## The Contest

**T**here was a contest planned for the end of the school year. Vocational agricultural teachers and their farm boys came to the Yadkin County High School from all over the entire state of North Carolina; twenty-five high schools participated.

That's right. The 25<sup>th</sup> one was Yadkin County High School. There were five areas in which the farm boys participated. One of the areas was quartet singing. I didn't know anything about singing. My job as a vocational agricultural teacher was to work at the high school until one o'clock and head to the farm to work with the farmers. But in the meantime, I had a serious problem. I had to put that quartet together.

So I told a local music teacher about my problem. She told me to bring the boys by in the afternoon on Fridays to practice.

“I won’t charge you a thing,” she said. “I will be glad to do it.”

All we have to do is be a willing vessel and God will take care of everything else; just go out there and do it.

It took very little effort on my part to make our program blossom.

Not only did the music teacher get them to vocalize in tune, but she also told them what to wear. Those black shiny patent leather shoes, black pants and coats went well with my choreography. They broke out there singing, “Oh, Donna.” The big afros blowing in the wind, those four farm boys glided onto the stage, wailing away on “*Oh, Donna.*” The crowd went wild.

Ladies and gentlemen you may be surprised at what you can get done when you put God first in your life. Ask and it shall be given you, seek and you shall find.

Guess who was there at the contest? The Principal of the Yadkin County High School and Superintendent of Schools. The same ones who had had such a good time laughing at my transcript. Remember they only hired me for one year. Guess what took place that day?

The Yadkin County High School farm boys took all five areas in the state of North Carolina. Vocational agricultural teachers that had been teaching for years, some of them 20 and 30 years watched the Yadkin County High School farm boys walk away with the awards. Those boys had only been taking the subject for nine months. If you acknowledge Me, I will direct your path. But you can't dilly-dally around. When you do it the way

I teach it, you got to mean business. Take acknowledging God as serious business. I know that it is serious business and you should treat it as serious business also.

Believe in yourself when others do not believe in you. If you believe in yourself, others have a tendency to believe in you also. Grades do not mean anything when you have Father God behind you. If I can do it this way, you can too! Believe.

## Serious Business

**E**very job I go on, every business I open, and every church I join, I treat as serious business. Doing the *Pathway to Success*<sup>®</sup> every morning around three o'clock, I also treat as serious business. This is the way, along with the way my daddy Sam Brown operated, is the way and the best way we are going to go to the “Promised Land”. Reading his Bible and working with those farmers and those vocational agricultural teachers and county agents helped my daddy live in the “Promised Land” during tough economic times.

If my daddy Sam Brown went to the “Promised Land” while he was living, you can too. How did he do it? Be more concerned about God's people than you are about yourself. I know you may not be a farmer, I'm not a farmer either but when you read my books and play my cassettes and CD's, you are going to discover I went into several fields and succeeded in

every field. If I can do it this way you can too.

That Principal at the Yadkin County High School got so angry with me, he didn't speak to me for the remainder of that school year. He didn't speak to me until the following school year. He never did stand up in front of the student body to congratulate the farm boys although this was their first year in the vocational agricultural department.

Three days before school opened, the Principal came to me and said, "Mr. Brown we're going to change things around this year." He continued, "We are not going out on the farm much this year. I want you to stick around the school and help me load the school buses."

I was walking away from him but made an about-face. I made an about-face and went back to him. After I walked about three feet from him, I looked him dead in the eyes.

I said, "BT, here are your keys. I'm not loading any school buses. The state sent me here to teach vocational agricultural and I'm leaving." I continued, "I want you to know, don't get the idea I'm ever going to ask you to write me a letter of recommendation, because I will not need it. I work for God and God works for me. God gives the promotions not man."

I walked out of that school and I was just thinking the other day I don't even believe I went back and got my last check.

Every job I go on, every business I open, every church I join when I acknowledge to God, I take it as serious business. I don't dilly-dally. A prizefighter does not go into the ring thinking he

is going to lose. When you attempt a thing, know that God wants you to succeed in it. He wants us to expect to win. So go into that ring with a winning attitude. I'm going at it for everything it is worth. That is the way and the only way you are going to succeed in your endeavors. God gives the promotions and that is why I do not ever move away from Him. I don't know how He does it, but He keeps His eye on everyone.

You are not getting by with anything. He sees everything you do. He knows how you think. He even knows what you are thinking right now. He knows what you are thinking about concerning this course right now also. You can't fool him. *“If you acknowledge Me in all your ways, I will direct your paths.”* Proverbs 3:5-6

## **Forgiveness** (Proverb 20:22)

**F**orgiveness is a key to success in any field. Know that there are things in our lives, which we have done, for which we should seek forgiveness. It is important that we first and foremost forgive ourselves and ask the Lord for forgiveness. Remember to request forgiveness for the offended party or parties.

Once you clear your consciousness of any negative thoughts, flashes, emotions, any guilt, shame, or unforgiveness, you can have a clearer focus towards your personal goals. Your clear conscious will allow you to smile as you carry your positive

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mental attitude into your day from its very beginning. Your positive attitude will allow you to see your potential as victory and to see your challenges as opportunities for victory through learning experiences.

Do any of you have anything out there you think you didn't do which you don't have to ask forgiveness for? Has anyone been perfect on this earth? Has anyone done no wrong at some point in their lives? Are there things in your life for which you need to ask forgiveness? Is there anything wrong which you have done? Do I have the mind of a Pharisee?

We think we have to have done something wrong to have to ask for forgiveness. That is what we think. If we do not ask for forgiveness for all things, we are not going to accomplish our "bigger-than-expected" goals.

"Thine eye shall not pity him, but thou shalt put away *the guilt of* innocent blood from Israel, that it may go well with thee."

Deuteronomy 19:13

Until we do it, until we ask for forgiveness for all things, we are not going to accomplish great things. Consider asking for forgiveness for things for which you think you have not done. I would go ask for forgiveness for a thing, whether I thought I had done something wrong to someone or not.

Personally, I attempt to keep a "clean slate" on my conscious. That "clean slate," my clean conscious allows me to

have the confidence to pursue and attain my sales and personal short-term and long-term goals. That is the way and the only way we are going to go to the “Promised Land”—keeping a “clean conscious” by forgiving others and asking for forgiveness even if we are not wrong. We are going to have to straighten it out now or straighten it out when we die. We will have to straighten it out in the next world, if we do not straighten it out here. But believe you me, it will get straight either on this earth or in heaven; or somewhere else.

I have had several people come to me asking for forgiveness for things, which happened years ago. I look up at night and I see them asking for forgiveness. If you got anything out there that you are not sure about, make sure you go to those people and ask for forgiveness. You may be thinking that you didn't do it. They did it. But are you angry about it? That is just as bad. Go phone them and ask for forgiveness; or write them a letter and have the courage to mail it. Remember, forgiveness is the main goal of this exercise—your forgiveness—your forgiving yourself will free your conscious.

My family had not invited me to a family reunion for twelve years. This is what happened to cause them to feel and act this way. I will tell you exactly what took place.

I was at a double funeral for a brother and a sister. I must admit it really was a sad occasion. During the funeral, I wanted everyone who seemed sad to find joy in this homecoming

occasion. I teased different funeral home members and family members with humor for relief. I wasn't scheduled to give an eulogy, but I was asked to say something; so I did. I had to get up there at that funeral, that second death, and talk about what was on my mind.

Just before speaking I was sitting there between my sister, Grady and another family member, Ida Mae, who was the funeral director. They were just wailing tears. Ida Mae passed Grady a facial tissue.

I said loud enough for my neighbors to hear, "Ida Mae why are you passing my sister a tissue? You just collected money on two dead bodies from the same family in one week. Knock it off the bill."

My sister Grady immediately slapped on the brakes and stopped crying.

Then I said to the people, "Didn't Jesus go out there and practice turning tears into joy."

The Holy Spirit had been speaking to me while I was sitting there listening and watching everything. I was receiving an epiphany. I was to give up my Real Estate career and work on God's program which I am bringing to you through this book. The Wealth Building System—P.A.U.S.E.: Practical Application and Use of the Scriptures Everyday. I have worked on this program in various stages of development for over twenty years.

The Lord told me that if I did not do His program that I

would be like my brother and sister lying there in those coffins. That black hearse will pull up to the curb and my coffin, covered with flowers would be put inside while the choir sang, “Nearer my God to thee.”

Boy, during my eulogy, my family members did not like what I had to say. I told them how God was watching this scene here at the funeral. How many had purchased new clothes for the occasion while not considering visiting my sister or brother while they were ill and laid up. How family members had leased cars for the occasion or purchased new cars for the occasion. I railed on them about showing false compassion when compassion is walked out day in and day out with love expressed in actions, large and small.

Enroute to the cemetery, the limousine was packed with sisters and sister-in-laws. About eighty-five cars were in the lineup. People were there from the north, the south, the east and the west. Only two men were in the limousine. I was sitting crouched over since it was so crowded. Everyone was quiet, solemn, sad and withdrawn. This was an “AC” moment; a time to walk the walk of Jesus.

I said, “Why don’t you open this limousine up to eighty-five miles per hour and air this thing out.”

“If I do everybody is going to be afraid that they are going to die,” said the driver.

From that moment on, conversation, talking, and joking

happened until we reached the cemetery. You are supposed to have fun at a funeral; rejoice in the memories of the deceased. Celebrate their lives and usher them into Heaven.

They left that church that day and didn't invite me to family reunions for twelve years. I got angry about it, but you know I had to go and ask for forgiveness before I could bring this course to the nation and the world.

Many simply sit there and say, "Well they did it -- I didn't." Regardless of who started it. Regardless of who is supposed to finish it. Regardless of which way your emotions go concerning it. I wouldn't take the chance. I wouldn't let any man on this earth stop my progress. I would not allow any man on this earth stop my progress by my not asking forgiveness for an offense from me. I wouldn't do it. I would not take the chance. When you start practicing the PAUSE Wealth Building System's Wealth Building Scriptures and Tips which I learned over the course of my 48 year track record of accomplishment, you will make more money than you know what to do with.



## **.:PAUSE:. Wealth Building Scriptures**

### **Week 4 — My Daily Commitment**

1. Sunday - “Let not your heart be troubled: ye believe in God, believe also I me.” John 14:1; “At that day ye shall know that I *am* in my Father, and ye in me, and I in you.” John 14:20; “For it is not ye that speak, but the Spirit of your Father which speaketh in you.” Matthew 10:20; “Christ in you is hope for glory.” Colossians 1:27.
2. Monday - “For even hereunto were ye called: because Christ also suffered for us, leaving us an example, that ye should follow his steps:” 1 Peter 2:21.
3. Tuesday - “The heavens declare the glory of God; and the firmament sheweth his handywork.” Psalms 19:1; “Thou shalt also be a crown of glory in the hand of the LORD, and a royal diadem in the hand of thy God.” Isaiah 62:3; “The voice of the LORD is upon the waters: the God of glory thundereth: the LORD is upon many waters.” Psalms 29:3.
4. Wednesday - “The earth is the LORD’S, and the fullness thereof; the world, and they that dwell therein.” Psalms 24:1; “But seek ye first the kingdom of God, and his righteousness; and all these things shall be added unto you.” Matthew 6:33; “Commit thy way unto the LORD; trust also in him; and he shall bring *it* to pass.” Psalms 37:5.

5. Thursday - "Greater love hath no man than this, that a man lay down his life for his friends." John 15:13; "A new commandment I give unto you, ye love one another; as I have loved you, ye also love one another." John 12:34; John 15:12,17; "By this shall all *men* know that ye are my disciples, if ye have love one to another." John 13:35.
6. Friday - "One God and Father of all, who is above all, and through all, and in you all." Ephesians 4:6; "For whatsoever is born of God overcometh the world: and this is the victory that overcometh the world, *even* our faith." 1 John 5:4.
7. Saturday - "Say not thou, I will recompense evil; but wait on the LORD, and he shall save thee." Proverb 20:22; "Then said Jesus, 'Father forgive them; for they know not what they do.' And they parted his raiment, and cast lots." Luke 23:34; "For if ye forgive men their trespasses, your heavenly Father will also forgive you: but if ye forgive not men their trespasses, neither will your Father forgive your trespasses." Matthew 6:14-15.
8. Bonus - "A new commandment I give unto you, ye love one another; as I have loved you, ye also love one another." John 12:34 (John 15:12,17).

(Read Wealth Building Scriptures Aloud-3x Daily)

## **.:PAUSE:. Wealth Building Tips Week 4 – My Daily Affirmation**

- 1.** Sunday - Jesus believes in me. I will believe in myself when others do not believe in me. Others believe in me when I believe in myself.
- 2.** Monday - I realize my actions are moving me towards the things I want. I will direct my actions towards my goals with purpose. I will walk towards my goals.
- 3.** Tuesday - I will hear, observe, touch, watch, smell, see, feel, and experience Father God talking and moving in my life.
- 4.** Wednesday - I will understand that God gives the promotions, not man. I will rely on Father God.
- 5.** Thursday - I will be more concerned about God's people than I am about myself.
- 6.** Friday - I will attempt my aspirations knowing that Father God wants me to succeed in them. I know He wants me to expect to win, therefore I do.
- 7.** Saturday - I will keep a “clean conscious” by forgiving and asking forgiveness. I will ask for forgiveness for all things, and I will accomplish my “bigger-than-expected” goals. I will forgive others and myself so my conscious will be free.
- 8.** Bonus - I will walk with compassion day in and day out, expressed through love in actions large and small.

(Read Wealth Building Tips Aloud-3x Daily)

# EPILOGUE

## How to Use This Book

**I**n **summary**, each book in the Wealth Building series is designed using stories, anecdotes, and biographical information summarizing Alonza C. Brown's life wherein he earned nearly one million dollars three times. Found within the pages of each chapter are the scriptures which he applied throughout his life and the situations to which he applied them. They are underlined within each chapter along with key wealth building tips.

There is a summary of key wealth building scriptures found at the end of each chapter. These "Wealth Building Scriptures" are located in front of the "Wealth Building Tips" also found at the end of each chapter. The "Wealth Building Scriptures" chapter summary, is entitled "My Daily Commitment." You read these scriptures aloud three times a day; good times are at mealtime and at bedtime.

Most of the underlined key wealth building issues are summarized at the end of each chapter in "Wealth Building

Tips.” The “Wealth Building Tips” chapter summary, is entitled “My Daily Affirmations.” These you do three times a day; at mealtime and bedtime is okay.

Each chapter represents a week, i.e., chapter one equals week one. You will notice that the chapter summaries are noted as” “Week One, Week Two, Week Three,” and so forth. There are sixteen chapters in this book. This correlates to sixteen weeks. This is a sixteen-week program where success is guaranteed.

This book can be used in your personal home study, your weekly Bible study, or in any weekly or scheduled class which seeks to economically empower its participants. This is an individual or group-- daily, weekly, or sixteen-week program depending on how you want to use it. Use it to compliment your current delivery module.

In summary, Dr. A.C. Brown’s P.A.U.S.E. Wealth Building System: Practical Application and Use of Scriptures Everyday is designed based on the life of Alonza C. Brown. He is a three-time millionaire who is imparting into you his secrets of success. This wealth building program has seven cornerstone “wealth building” scriptures and a plethora of “wealth building” tips and information which when applied daily is guaranteed to bring success. These are underlined throughout each chapter.

As you start your day, read each scripture, “My Daily Commitment” (Wealth Building Scripture) aloud three times during the course of a 24-hour period. There is at least one scripture and one tip for each day of the week.

Each chapter will have at least seven scriptures and tips, with bonus scriptures and tips found at the end of some chapters. Say aloud each “My Daily Affirmation” (Wealth Building Tips) three times a day during a 24-hour period.

Do this with each chapter’s “Wealth Building Scriptures” and “Wealth Building Tips” for a period of sixteen weeks. You are guaranteed to become a more positive individual, have more success in business and develop better relationships. It works!

## **Eleanor Thought She Had Security**

**E**leanor had a good job with a good salary and full benefits. One day I asked Eleanor, “Why don't you learn the business of selling?”

I wasn't criticizing her for her type of employment, but encouraging her to learn the business of selling. Why? Because I have been dealing with the business world for 48 years and I have never heard of a good salesperson getting laid off.

Eleanor replied, “AC, I am doing all right. I have a good job at the data processing company. I get sick leave, vacation pay and I'm working on my retirement fund. Furthermore, my supervisor can't get along without me.”

A few weeks ago, my wife and I spent the weekend at her home. That Monday morning we watched Eleanor send her kids off to school. I noticed that she was not rushing off to work. Thinking she had the day off, I asked her.

“Eleanor, how many vacation days are you getting this year?”

As she stood over the stove with her back to me, there was complete silence.

Finally, as she turned around, I noticed her eyes were filled with tears.

She said, “AC I've been laid off. I don't know what I'm going to do. I got my last check on Friday. I haven't even told the children yet. This is Frankie's last year in high school and he has big plans for college next year. My mortgage payment is due the first of the month and the car payment is due on the 10th. How could they do this to me?”

By this time, tears were really flowing. She ended with, “I've been on that job for twelve years”.

Suddenly, I was not hungry anymore. I got up from the table and put my arms around her as I tried to find words to console her. I was so choked up that I couldn't say much. While driving back home, I wondered about “the sick leave, the vacation with pay, and the supervisor who couldn't do without her”.

What about her mortgage payment and car payment? What about Frankie's college plans? I thought if Eleanor had only taken time out to learn the business of selling while she had that job the day the supervisor brought her that last check. She could have said to him, *“I have nothing to fear because I have prepared myself by learning the business of selling.”*

### DON'T LET THIS HAPPEN TO YOU!

What if Eleanor had just taken time, while she had that good job, to learn how to sell, that day when the supervisor brought her that last check, all she would have had to do is say mentally, *“I have nothing to fear, because I have prepared myself and everyone in my household have prepared themselves and we know how to sell.”*

Now after reading this book, every one of us knows how to acknowledge God and let God direct our paths so we can accomplish everything we want to accomplish in life “Doing it God’s Way”.



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**TAKE WHAT GOD GAVE YOU  
FROM BIRTH**

**TAKE WHAT YOU OPEN YOUR  
MOUTH AND ASK GOD FOR**

**HOOK THE TWO TOGETHER  
GET PERSONAL SUCCESS**

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**“Let every thing that hath breath  
praise the LORD. Praise ye the LORD.”**

**Psalm 150:6**



Do not be afraid to try something new. I dare you to do it...



...It works, but you must put in the effort!