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THE MAYANS

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VADE MECUM, VOLVENTIBUS ANNIS

THE MAYANS

**SAN ANTONIO,
TEXAS**

Degree 8 - 9

Number 152

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**Casa del Gobernador
(House of the Governor)
Uxmal, Yucatan**



**YOU UNLIMITED
CONSERVING YOUR RESOURCES**

Prayer

Your Resources

Check Income Against Outgo

Check Gain Against Loss

The Maximum Use of Resources

The Value of Investment

The Bar to Brotherhood

Poverty and Riches

Meditation

*B*eloved Centurion:

In this lesson which we call CONSERVING YOUR RESOURCES, there is much I could say to you before going into the study of it, because it is a subject rich in instruction, and one which I feel can benefit you beyond measure if you will study it thoughtfully; but even better than discussing here with you what can be accomplished if you will heed the message, and pattern your daily life in the manner which we have indicated - I shall give you, rather than my words, the words of others who have found great blessings in learning to conserve their resources.

I do not violate the confidence of anyone, because the names of those who wrote the letters are not published, but their letters are in my private file at Headquarters.

Here is one which gladdened my heart when it came, and it tells its own story of YOU UNLIMITED.

"It is in sincere and deep gratitude, humility and fraternal affection that I receive and acknowledge my 100th lecture lesson and the honorary title of Mayan Centurion. When I look back to the starting point, I can see that I have come a long way. You, dear Companions, have lifted me out of grief and fear and trouble and started me on the road to true happiness. You have given me the gold, the riches of the Mayans as you promised in that first lecture lesson. I have told you my troubles and you have understood and prayed for me. You have heaped honors and degrees and affection upon me. You have been so patient and kind and considerate and tolerant. I wish that those who fall by the wayside could only know that up the path a little farther are joys and rewards, lovely spiritual treasures beyond price."

You will notice in this lesson we tell you that it is never too late to start over, regardless of your disappointments and failures, no matter how many or how serious. The next two letters demonstrate this, and the first one is quite unusual, as you will see. The writer says:

"The time has come when I feel that I must thank you and the Mayan Order for the many blessings I have received from God in the last year. I am 76 years old. For 75 years I lived a worldly life, keeping within the bounds of the laws of country, but not paying much attention to the laws of God. Several times we noticed your advertisement of the Mayans in magazines, and it seemed to impress me as something I had to find out about. My wife did write and this is the result. One year ago, X-rays showed I had developed a serious health condition. But, thank God, with the prayers of the Mayans, the mercy and help of God and good doctors, I am on the road to recovery. You are doing a grand work and God will bless you for it. My wife and I are in love with the lessons and get so much from them."

And this is the experience of another member who, when the necessity arose, found that it was not too late to start over. He writes:

"It seems to me to be the right time to give you a little special thanks. I feel that my Mayan studies, plus your prayers, helped me to overcome the terror of my mind which accompanied the loss of the position I had held for thirty-three years, at the age of 59, and in the acquiring of another and better one at the age of 61 as sales and advertising manager of a company."

The reason I call your attention to these letters is because I know we all become discouraged at times, and we hope these letters are an inspiration to all. I wish it were possible at this time to give you more of these fine and interesting letters, but space does not permit. In later lessons we will do so.

Now, before going forward with the truths which we have prepared for you, let us observe our customary practice of joining our other Companions, while we repeat the following prayer:

PRAYER

Heavenly Father, help me to treasure the eternal values I have in my life, to make the largest and best use of them, and to increase their number and worth by dedicating them to worthy purposes. Amen.

YOUR RESOURCES

ONE of the things one must keep in mind in all the stages of starting and operating any kind of an enterprise is the matter of resources. Without them, you could get about as far in business as you could trying to operate a stove without fuel.

The actual resources of an enterprise consist of such things as equipment and invested working capital. There are also what might be called potential resources such as the possible increase in these items and possible further stock or bond issues.

These resources are invested capital in one form or another. It is invested to make it productive, which it is not when lying idle. To get on it is necessary to keep up and if possible improve the property, to keep the invested capital productive, and to make current funds go as far and do as much as possible.

These things are mentioned here because they will all come up in connection with the handling of a different kind but equally genuine list of resources - those you will have and use in the management of that supremely important and now familiar enterprise we are calling YOU UNLIMITED.

While you must have resources to carry on any kind of an enterprise, in the business of managing your life your resources are of kinds wonderful to have and challenging to use. You do not issue bonds, sell stock, or make bank loans, to

get them. You get them more like a farmer gets his crop of grain - by having some to start with and keeping on growing more. That is all there is to getting them, but getting them is only the beginning. It still remains to use them in such a way as to keep your enterprise working and expanding.

You have resources that are similar to the property and physical equipment item. They are such things as your time, strength, and natural abilities. They are such as anyone might have plus any special aptitudes you may possess. As a well managed business tries to conserve and develop its plant, machinery, store, or other equipment, you should try to strengthen and increase the assets listed above by care, training, and normal use.

You also have something like working capital in the planning and work you do to keep your time and abilities productive, but you do not do it merely to show a bigger bank balance. You are always getting ready to make a report, but it is to yourself, to your loved ones, and to the world.

Take care of your powers and abilities. Make an occasional inspection to see if they are in working order. Take an occasional inventory to make sure nothing is being lost. Keep your resources producing happiness and good enough to have some to keep, and some to GIVE AWAY. If you prove a good executive you will be well repaid in terms of what you are trying to accomplish.

CHECK INCOME AGAINST OUTGO

*I*T is as necessary in living as it is in business to keep a constant check of income against expenditure. No matter what the value is, to earn a little and spend a little less is an old principle worth following. This alone is not enough, however. It is also important that the "little less" we spend be spent wisely.

In the management of life, where you are dealing with the more abiding currency of character and conduct, this is even more important. Not to follow it leads to a bankruptcy more tragic than any business insolvency.

In every day living we get, invest, spend, and distribute life values. We give out, but we have always to maintain an intake that makes that possible. EACH DAY WE MUST ADD SOMETHING TO OUR STORE OF CHARACTER, COMPETENCE, AND WORTH.

There is a wonderful law that operates in your favor. Giving or spending of our material store diminishes our supply, and if we keep it up long enough without replacing it, our resources are exhausted. The opposite is the case with the influence, helpfulness, and kindness we give out. It tends to establish and increase our supply rather than to diminish it. FOR EVERY CUP OF COLD WATER ONE GIVES IN THE COURSE OF HIS JOURNEY HE IS THE RICHER.

He is richer in another way, too. For every cup of cold water one gives today, figuratively speaking, he is the surer that in some day of thirsting need someone will bestow a similar blessing on him. He will learn then how true is the saying about casting one's bread upon the waters and finding it again after many days.

The law holds true even if the gift is a little hard to make. This has been said:

"Cast thy bread upon the waters,
Ye who have but scant supply.
Angel eyes will watch above it.
You will find it by and by."

This does not mean that we should give IN ORDER to receive. That would destroy our purpose in sharing. We must give because we want to give, not because we expect to benefit.

In living, then, the law is not one of loss but of conservation. In handling money and property giving reduces our balance for the time, but in handling character and helpfulness giving immediately increases it. In the final analysis what we really possess is what we have invested. It is a wonderful law, different from any material calculation because it rules in a different realm of life. Here we are dealing with the truer values, and it must be done by truer principles.

By this law it is easier to be sure whether we are richer at the end of a day or a year. We do not balance income against outgo merely by figures. We do it partly by reckoning whether we have shared what we have attained. We are really richer if in addition to adding to our store we have done something that was really needed and that really helped. THE BETTER WE MANAGE OUR LIVES THE MORE WE HAVE BOTH TO KEEP AND TO SHARE.

CHECK GAIN AGAINST LOSS

A NOTHER thing required in good management is constantly to check gain against loss that one may always be sure whether he is getting ahead or slipping back, or if he has slipped back how much extra effort it will take to overcome the loss and enough more to show a gain.

Here again it is important to remember that you are dealing with a different set of values, judged by different standards, and that the laws of getting and spending are not the same as those in the material world. We need not again list the kinds of currency and securities we use in life management. You know them well by now. You also know how they are distinguished from material resources.

Loss in life management seems hardly necessary, for it can be so well controlled, but it does sometimes occur. In undertaking it you need the strength and the courage to meet anything; but that is a rather large order, and now and then something is likely to happen that, for the time being at least, will leave you in low morale, tangled, and confused. Then you must take steps to get back on the winning side and not only regain the ground you have lost but more if possible.

You may set a very worthy purpose for your life and then find it very hard to accomplish. The resistance may be greater than you expected, the difficulties may be greater, and your supply of strength and resourcefulness may not be quite enough. That is the time to work on your supply of courage and ability, and try to bring it

up to the point of sufficiency.

If you succeed in doing that you can change your plans if they need changing, and if you do not change your plans you can keep on hammering till you win, even if the victory is harder and takes longer than you expected it would. Always remember that any good thing that ought to be done can be done, that no right thing is impossible, and that nothing is too good to be true.

A great danger to be guarded against in all this is that of self-satisfaction. The moment one is satisfied his progress ends, because at that point he stops trying. If today you win some unusually great and perhaps unexpected victory in your life or in its contacts and relationships, do not feel that this is a good time to rest on your laurels, either for awhile or permanently. This matter of self-improvement never stops even though we think we have attained perfection.

One never comes to that point. In fact, it does not exist. The riches of character and worth are inexhaustible. You can always win more and do more, and there is always more need for the lift and inspiration of enriched lives in the world. Anyway, the feeling that one has done enough is not a healthy one. It is likely to defeat progress and prevent victory sometime when you will want and need them very much indeed. Don't forget this; it is so important!

So watch the ever-shifting ratio between your gains and your losses, and try not to have any losses. If you get onto the high road and stay there with courage and fortitude, you could make it all gains for the firm of YOU UNLIMITED.

THE MAXIMUM USE OF RESOURCES

A N important principle in business is to make the largest and best possible use of the resources at command. That is one of your principles for success in YOU UNLIMITED also. Therefore you need first to know what you have to work with and to have some clear idea what you can do with it, looking to the best results.

Let us say you have good health, keen senses, a pleasant home condition, a good education, the encouragement of good friends, a good reputation, and a high ideal for yourself and the kind of life you want to live. These, or whatever measure of them you possess, are your working capital. What can you do with them? What is the best thing you can do with them, and how well can you do it? These are the kind of questions that will be uppermost as you go along.

One can start out with all these things in his favor and still fail through bad judgment or unfavorable conditions, but in the business of living no failure needs to be permanent. Unlike one who fails in a business and is too old or too poor to start another, you can always make a new start at any place, in any circumstances, or at any age.

Never for a moment think a slip here and there is any reason for quitting. No matter how much time you may have lost, you still have all the time there is from now on. No matter how many records you have failed to make what you wished, this life is such that you can always try again. The final result may not be as flattering

as it could have been, but it will be that much better than nothing, and it will be worth making. Have courage, and if you do not have courage act as though you did have it. A touchdown or two will liven your playing, and might lead to victory.

Keep your resources in mind. Do not undertake anything to which they are not adapted, but on the other hand, do not be afraid to undertake anything to which they are adapted.

Do not be afraid to undertake things just because they look big. One of the wonderful things about living is that right things are usually easier than wrong ones are, and big things are usually easier than little ones are. You had just as well set a challenging goal for yourself as to undertake some insignificant thing. The work is no harder, and the pay is better. DARE TO DREAM BIG. ALWAYS TRY TO DO THE BEST THING YOU ARE CAPABLE OF DOING.

That means to watch your resources and try always to be sure they are adequate. Keep your powers at work at something worth the effort. Guard your abilities, and always be trying to increase them. Using them normally is one way of increasing them.

GUARD YOUR MOTIVES. They often determine the desirability of results. A good motive will often sharpen your abilities. It counts in any business, but in YOU UNLIMITED it is indispensable.

THE VALUE OF INVESTMENT

A highly important principle of success in business is to keep capital at work safely but productively. Whether it is one dollar or a million, it needs to be kept invested and active. There are two dangers to avoid - investing poorly and not investing at all. THIS IS ALSO TRUE OF YOUR RESOURCES IN THE MANAGEMENT OF YOUR LIFE.

The parable of the talents is about this very thing. It tells of three men who were given certain amounts of working capital from their master's fortune, to show what they could do with them during his absence. Two doubled theirs, but one who lacked confidence (faith) hid his away for supposed safekeeping, and it yielded no increase. In the parable these talents are symbols of personal powers, possibilities, and opportunities.

You are an appointed executive over your earthly life with its resources and possibilities. You have set yourself to make it produce values, and if you are a good executive, it will. Your responsibility is threefold - first to KNOW WHAT YOU REALLY HAVE TO WORK WITH, second to IMPROVE IT IN ANY WAY YOU CAN, and third to MAKE IT PRODUCE. That is, THE WORLD SHOULD BE BETTER AND HAPPIER SOMEWHERE AND IN SOME WAY, FOR ITS HAVING BEEN DONE.

Like invested funds, one's powers and talents do something like earning interest when they are kept at work. It is not done at a given rate of interest specified on a bond or a note. It is in proportion to the efficiency with which they are managed, and it is in terms of the satisfaction afforded by the service they render, and the improvement they bring about.

An athlete works all season, and a great deal between seasons, to keep his muscles and reactions in trim. As time passes he notices stronger sinews, steadier nerves, and more exact perceptions. They add up to his ability to play a better game, win more victories, and hold a better rating. These are the accrued interest on the invested effort he devotes to his purpose. You may do the same thing and experience the same results in any field of life.

The great artist, teacher, public official, or philanthropist of today is a combination of two things - what he was at the start plus the added interest on the efforts he has made since. Life through the years has been paying him a return on his investment.

Simple interest counts up rapidly, but compound interest does so at an amazing rate of speed because it builds interest on interest already accrued. Life pays us off in compound interest, because everything we do adds to our ability to do it better still. It pushes out our circle of achievement and improved selfhood at every point, so not only does the interest continue, but the principle on which it is built increases all the time. This is a wonderful way to increase one's riches within the scope of the kind of values dealt with in the work of YOU UNLIMITED.

THE BAR TO BROTHERHOOD

*M*ISSY was a little red Dachshund dog. She was a great pet, but sometimes seemed lonely for her own kind. Topsy, a little black Dachshund who needed a home, was brought to see if they would get on well together.

After a few suspicious moments, Missy welcomed her new companion pleasantly. They played and romped all over the place, and had a fine time. Both seemed much happier than they had been for a long time.

Then came mealtime. This was something different. It introduced the element of self-interest into the relationship. An effort was made to let them feed from a common bowl, as a test. Missy, who had always had things to herself, tried to get more than her share by eating fast. Topsy understood the ruse and objected.

When the fight was stopped, the food was divided into two bowls placed some distance apart. Topsy, who feared nothing, started to eat leisurely, but Missy undertook to wolf her food down in a few bites, meanwhile eyeing Topsy's bowl to estimate how much might be left to sieze by aggression when hers was gone. Members of the family prevented violence by standing guard.

Each feeding time day after day Missy continued to wolf her food, with evident designs on anything remaining to be pirated from Topsy, whose food she did not need but did not want anyone else to have. They got along perfectly well in everything in which possessions were not involved, but not when they were involved. Topsy had to be taken away. Meanwhile, Missy had grown fat and lazy from eating too much and too fast.

We can excuse two little dogs for not understanding that there is more value in living happily and cooperatively together in the world than there is in getting each other's food and toys. But how strange it is that human beings, with their

power to reason should not understand the nature of poverty and riches better than two little dogs can do! People, too, get along fairly well about everything but possessions.

The world of peace and happiness is gradually dawning. Even in the clouds and shadows of today's world situations there are persistent signs of a search for better ways. One of the chief barriers to a better order is still the fact that so many people care so much for the things that perish and so little for the qualities that endure.

You may already operate some business or profession creditably and well; but if you organize YOU UNLIMITED and make it work in the right way, it will be the most important thing you have ever done, and it will enrich your life in the best and truest way.

This lesson series is prepared in the hope that it may help you and many others to ponder this principle till you understand it, till its power lays hold on your mind and heart, and till you commit yourself to the idea that while one must labor some for the meat that perisheth, he should not do it exclusively, nor make it a primary consideration, nor let it stand between him and human brotherhood.

POVERTY AND RICHES

PERHAPS here at the close of this lesson would be a good place to pause a few moments and consider something of what poverty and riches really are, for even yet it is not a matter too generally understood. The common tendency is to measure it by how much material wealth one has, or how little.

But the real truth lies deeper down. What is a poor man, or a rich man? Are they people who have failed or succeeded in getting large amounts to their credit, or are they people who have failed or succeeded in building quality characters and personalities?

Jesus had a parable about a certain rich man who found when he entered the other world that a beggar who had been accustomed to eat the crumbs from his table was richer than he because of what he had been able to carry with him to the other life. The master had another parable about a man of great possessions whose only reaction to his abundance was that he must eat, drink, and be merry for tomorrow he might die and no longer be able to. His reaction showed how really poor he was.

Another time he asked his listeners what it would profit a man if he should gain the whole world and yet lose his own soul, or what is valuable enough to give in exchange for one's soul. He makes it very clear that temporal wealth is an

incidental thing, and how rich one is is not measured by what falls from his limp hand when he dies, but in the life values that live on. Jesus always made it clear that material possessions have their place, but that place is secondary to the eternal values of the kingdom and its rightness.

In the Second Chapter of the Book of Revelation the risen Christ sends by St. John a message to the Church at Smyrna. In it he says: "I know thy tribulation and thy poverty (but thou art rich)." These people thought they were poor because their earthly possessions were small, but the reverse was really true because they had blessings beyond the price of gold.

In the Third Chapter of the same book when St. John is delivering the Saviour's message to the Church at Laodices he has the opposite to say. He writes as the vision dictates: "Because thou sayest, 'I am rich, and have gotten riches, and have need of nothing', and knowest not that thou art wretched, and miserable, and poor, and blind, and naked, I counsel thee to buy of me gold refined by fire that thou mayest be rich."

That is enough to make it plain that the truest riches are those we have and acquire in terms of qualities of soul, mind, and conduct. They are the very things we have listed as your resources - what you achieve, improve, and keep at work so it can reproduce itself. The operation of YOU UNLIMITED is designed to help you obtain such wealth and to inspire others to do so.

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As you meditate on these last words in the lesson, I would like to make one thing clear. I do not feel that it is wrong to value riches because they are the gift of God, and like all God's gifts they are good and are capable of doing good for others; but to overvalue riches to a high place in your heart which God does not expect them to fill - in other words, to place riches above all, is really covetousness.

From the standpoint of Conserving Your Resources, it is quite true that no man can tell whether he is rich or poor by looking at his ledger; it is the man's heart which makes him rich. The important thing is what he is and not what he has, and what use he makes of his money, because riches without charity are worth nothing. They are a blessing only to him who uses them to bless others. It is certainly not the belief of your Instructor that riches are evil, because when we share with others, we are truly conserving our resources and building YOU UNLIMITED. It is definitely not sinful to seek to acquire success, both in financial and spiritual wealth.

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So, with a prayer in your heart for the achievement of your worthwhile desires, let us say the words of the following Meditation:

MEDITATION

The truest and most lasting possessions are within my reach. I acquire them by making the most of my God-given life in any measure in which I become fit to receive them.

God Bless You,

YOUR CLASS INSTRUCTOR.



HUMAN RELATIONS is our next lesson, and in it we consider these interesting subjects:

THE EXTENDED LIFE

CHIP CARRIERS

FRIENDS

THE OTHER FELLOW'S PLACE

ADJUSTMENT

THE HARMONY OF LIFE

ME, MYSELF, PEOPLE

MEDITATION