

THE ORDER OF THE ESSENES
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DEPARTMENT OF INSTRUCTION

WITH THE UNIVERSAL

AS YOUR GUIDE -

ACT, WITH CONFIDENCE:

We ask that you study carefully, many times, Instruction Ninety-six, that accompanies this letter. It contains that which may change the course of your life -- that which, if seriously considered and set into motion, can elevate you to a place in your development that you have long desired to attain.

And how may this come about? To one of your advanced understanding the answer is comparatively simple. You know that man is a spiritual being. By self control and self development he can unfold his latent divine powers - and thus can he grandly fulfill his destiny.

Spiritual powers exist in every individual, but few indeed are ready to pay the price of self conquest and self discipline which their development demands. You have learned in our Instructions that the Universal -- Principle -- is omnipresent, omniscient, omnipotent, omniactive -- and wholly impersonal.

It logically follows that this Principle should be used - and to use it intelligently there must be a knowledge of the laws governing it -- and it is our purpose in the course of these Instructions to teach you these laws.

You are progressing as you apply our teachings. Keep it ever in mind that you are primarily a spiritual being - believe in your divine source - believe in yourself as a part of omniscience and omnipotence -- and remember always that an attribute of the Universal is omniactivity. Conforming to this quality it is necessary to not only believe - but act.

Knowledge is not power. How to use knowledge - is power. Therefore, with the Universal as your guide, our tenet to you is - Act, with confidence.

Very sincerely yours,

THE ORDER OF THE ESSENES

By

W. H. Davis

Enc. 96



THE **Essenes**

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INSTRUCTION 96

Assuring to the Acceptable and Accepted
HEALTH, HAPPINESS AND SUCCESS.

BY THE STREETS OF "BY AND BY" ONE ARRIVES AT THE
HOUSE OF "NEVER" --- Cervantes.

NEVER PUT OFF TILL TOMORROW THAT WHICH YOU CAN DO
TODAY. --- Franklin.

"WRITE YOUR OWN TICKET." -- THIS YOU UNDERSTAND
TO MEAN A GENEROUS CONSENT TO MAKE YOUR OWN TERMS.

ACCEPT IT LITERALLY -- BUT WRITE -- WITHIN LIES THE
EXPLANATION -- YOU CAN "WRITE YOUR OWN TICKET."

You question that you may determine facts, the truth - and a course of action.

"Course of action!" -- there is the rub.

You have your problems - your indeterminate moments. You think, you question - "What shall I do?" You arrive at a conclusion, right or wrong. Then what?

If there is something wrong in your life and affairs, the chances are one hundred to one that one of two things is true. You have not thought the matter through or else you have done nothing about it.

We accept for instruction only those in whom we believe there is at least a spark of a desire for self improvement. Our experience teaches us that upon self examination - a fair majority concede that their great weakness lies in the habit of hesitation - procrastination and indecision - just "putting off" that which they know they should do or that which would be helpful.

Professor James once said, "We should do something every day for no other reason than that we do not feel like doing it. To let our feelings or our stomach or our nerves or any other part of our anatomy rule us is to surrender our self-mastery, and this we should never do."

All psychologists take their hats off to James, but there is an easier and a more pleasant way to accomplish results than by the exercise of pure will power -- forcing yourself to do a thing.

Let us relate this science to another science -- selling. Let us use salesmanship, which is suggestion. A sale is best made when the prospect is led to want or desire to possess and acquire.

If there is something you should do, look beyond the doing of that thing and make a mental picture of the possible benefits from doing it -- the good opinion some other will have for you for doing it -- some benefit someone may be able to confer upon you by reason of that good opinion. Or, picture yourself as thinking more of yourself by reason of having done it -- the greater appreciation you will have of yourself as an improving person -- and by other possible mental pictures lead yourself to want to do the thing you tend to put off.

Certain it is that procrastination is a genuine cause of failure in many lives, it is a pure defect in the habit mechanisms of the individual who practices it. Continually putting things off that should be done, is a form of escape from the reality of today and is usually accompanied by wishful thinking of tomorrow - which is just asking for failure.

Inability to make a decision is a genuine character defect and has dire effects. -- Doubt and uncertainty carried to extremes make an individual flabby and ineffectual in all his relationships, and pretty generally are neurotic in origin. The person who cannot decide, first stands still; then he deteriorates. Voltaire said, "Vacillation is the prominent feature of weakness of character." -- William Wirt said, "The man who is perpetually hesitating which of two things he will do first will do neither. The man who resolves, but suffers his resolution to be changed by the first counter-suggestion of a friend -- who fluctuates from opinion to opinion, from plan to plan,

and veers like a weather vane to every point of the compass, with every breath of caprice that blows, can never accomplish anything great or useful. Instead of being progressive in anything, he will at best be stationary (hover) and more probably retrograde in all."

"It is only the man who carries into his pursuits that great quality of first consulting wisely, then resolving firmly, and then executing his purpose with inflexible perseverance, undismayed by those petty difficulties which daunt a weaker spirit, that can advance to eminence in any line."

George Eliot said, "No great deed is done by falterers who ask for certainty." Indecision has been called a disease of the will. Certainly there is sense to the observation that it can do no more harm for a man to decide wrongly than never to decide at all.

It has been our observation that indecision is sometimes a disease of excessive mental culture, where the intellect is highly cultivated and the power for action almost paralyzed. O. S. Marden observed that "The vacillating man, however strong in other respects, is always pushed aside in the race of life by the determined, the decisive man, who knows what he wants to do, and does it. Even brains must give way to decision."

The fact is that many people think they are thinking when they worry. Thinking is a purely mental process. Worrying is largely an emotional process. Becoming jittery or perplexed when a difficult problem presents itself is a certain index that fear is interfering with judgment and to stop and inquire if excitement - anger or negative emotions are not being injected into the question will often clarify the thinking atmosphere.

To go or not to go -- to keep the job you are on or get another -- to consent or refuse -- and thousands of questions that come up daily in the lives of many people are exaggerated in importance -- the consequences of the answer "yes" or "no" is magnified, and hovering over the decision has more dire results and causes more mental anguish than would the wrong decision.

The man of affairs has many problems; he must make his decisions; otherwise he will be swamped with undecided problems and with these he is counted neither executive nor a "man of affairs."

The man does not live who has not made many mistakes. If such there be, you can depend upon it he has never done anything worthwhile, and will leave no "footprints in the sands of time."

Making mistakes is experience. It is the fire that makes fine steel. The business man whose decisions are fifty-one percent right has his balances in black. The vacillator is the one who requires red ink for his ledgers.

If you have been a "hoverer" in the matter of decisions - your mind is like the desk of the man who has all his papers in a pile on top of it. The desk of the ideal American business man has nothing on it but a clean blotter. He is ready for the next matter at hand.

Look back over your life at the problems that have perplexed and

made you jittery and have hung on for long periods. The outcome was never as painful as the anticipation of the decision being wrong.

Assume the attitude that nothing is more important than peace of mind. If a mistake is made in judgment, the consequence will present a problem the solution of which is clear cut and unmistakable -- that every problem has a solution -- that "this too will pass away."

Now back to our James advice of doing something by the pure force of will, as a matter of discipline.

When you are presented with the intuitive consciousness or urge that you should do something -- and by habit you are about to put it off, and say "tomorrow," think of yourself as an improving individual, see yourself as one with mind superior to doubt and fluctuations. Feel within yourself the power to will and do. Have confidence in your own power to carry out whatever you will to do and that you are one who easily knows and dares to do all that becomes a man. In your imagination see and feel the strength that will be yours by overcoming the inertia - that it will give you a power and a radiance that will shine forth - will become apparent to others, and will pave the way for confidence in you - by you and others.

Then will you have sold yourself the idea, then will you want to do it as a great experiment to test the great principle of the universe that as you give and do it will be given and done for you. You will look expectingly for results -- this is the substance of the materializing agent. Thus it will not be a pure matter of forcing yourself - the exercise of will power alone - but the flowering of desire.

It is our mission to be helpful - and every device that we can present that will help you over the halting, hesitating, procrastinating, hovering and fearful stages, we feel it our duty and privilege to present.

Dealing with thousands we daily are presented with a panorama of "minds of many hues."

Strange indeed it is, how many people have a dread of writing. This is the principal item of "put off" with so many - and in all probability it is the key that will unlock for many a treasure chest in character building - problem solution, and personality development.

Do not understand that we are urging anyone to write books - or take up writing as a profession. That is for those whose hearts are set upon it and who have the mental abilities and the storehouse of knowledge, experience or imagination to draw upon to make what they have to write of service to mankind. We would say a word upon the value of man writing for his own benefit as an aid to the easy and correct solution of his own problems, as a guide to his expression, as a way to find the pathway of accomplishment, and the correct formation of a consciousness that will materialize his ardent desires and bring fulfillment of his prayers.

You perhaps are one who "does not like to write" -- and we advise you to write! Then and there is the tendency to "put it off" -- "try it some other time" -- you procrastinate.

Yet you want a solution to your problems, perhaps to find a life ambition, to find what you want to do - a desire about which to pivot or a prayer that can be materialized.

We assure you that if you will just get some paper and a pencil you can work magic in your own life. Of course this "magic" will be a perfectly natural result. The reason of it is simple. The mind to function at its highest level must have definite concepts - not hazy, cloudy and indefinite "wishes."

What is it that writing is going to give you? Words, of course. - If you have read your Bible or heard religious discourses you have often heard much about "words."

What is the object of words? To convey meaning.

You want to put meaning into your life - your efforts must have meaning. Meaningless thinking and meaningless action is the ruin of most lives.

Meaningless thinking, you say, is going to be helped by writing words? That is just what we say. The world's achievers, those men who have brought America to the highest level of accomplishment in recorded history universally testify that they have written outlines of their plans and listed abilities, talents, interests, and requirements needed to accomplish their cherished ambitions.

Why should that be unusual? Why is it not perfectly natural?

If you have a problem in mathematics much above the grade of 2 & 2 is 4 you put your figures down on paper. You add - you multiply - you divide - you subtract - you get your answers and you thereby clear your mind for the next step. You do not try to carry it all in your head as each new answer is to be further handled in the process of the search for the final result.

Do you imagine that a life problem, which so worries you, is less important than a problem in mathematics?

In helping in the solution of thousands of life problems we have universally found that the great difficulty was that the subject always viewed his problem subjectively - and not like an engineer on a project - objectively. Always there was emotion and fear intermingled with the approach to the problem, and unaided he never got past the first considerations -- here he hovered -- no wonder he never reached the detailed consideration of the elements involved.

"Granted," you say, "I am to write -- what shall I write?" That is what the questions in the previous lesson are for. Take your problem -- Ask the questions. Write the answers. You will marvel at the thoughts that can and will come to you as you write. It works out this way: When you have one idea down on paper it clears your mental machine for another and related idea that is buried in the subconscious or universal mind; just as taking a total on an adding machine clears it for the next figures with which to work.

As is usual with the "putter offer" - you say, "Oh, I have no particular problem." Right on, we say, try writing. You have a marvelous experience and a thrill ahead - if you do. Just put that paper in front of you and take pen or pencil in hand. There will be

a direct wire (nerve) connection to the brain. You have wondered and doubted about grasping thoughts from the universal. It has all sounded weird and strange to you — You could not experience it — "Do as we request and the experience shall be yours."

You want suggestions as to what to write? Write any words that come into your head — "Mind wander" on paper for a change. When you have written a word or words — then write about why that word or idea came into your head. If it is a proper name you write, answer the question in writing why that came. Then wander off to writing a description of why I like or why I don't like that person. Then write a description of what he does that makes you like or dislike him or her.

Another suggestion: People want to be noticed. People want to be considered important. People want to win (in arguments and in life). The "builder upper," who is sincere and always finds in others something to commend, and expresses that appreciation or commendation is surely — even if unknowingly — building a pleasing personality. It is just the law of the universe that as you give so shall it be given to you.

So why not try writing the names of people you know — if nothing else grasps your mind — and then writing opposite each something you could say to them that would give them a renewed faith in themselves, or would let them know that their good qualities are appreciated. (Do you remember the poem, "I know something good about you.")

Remember! No attempts at "fancy" writing — Just express what comes to you. Spelling makes no difference. This writing is for you and you alone. You may find it slow and difficult to find the right words at times — but that is good. Writing makes an exact man. You will feel a triumph and a thrill when the right word comes.

Go at this like a game — not once but often. If you had a "Ouija Board" and believed that by laying your hands on it and asking questions it would tell your fortune — you would be thrilled and interested and want to do it — Well! The fact is that if you will just put the paper in front of you — take the pen or pencil in hand and write — and keep writing you will have your fortune told — a true fortune — and you will be on the road to your fortune.

"LeBaron Russell Briggs, former Dean of Harvard College, was one of the ablest Professors of English this country ever produced. He taught for forty-two years and was instrumental in revolutionizing the teaching of English composition in the United States. Together with Professor Adams Sherman Hill, Briggs insisted that an obligatory course in writing English must come in the freshman year. And, together with Barrett Wendell, he developed the idea of the daily theme. It made a vast amount of work for the teachers, but the way to learn to write was to write, in daily practice on a variety of subjects."

"The roster of his students includes such well-known editors and writers as Frederick Lewis Allen, Editor of Harpers; Edward Weeks, Editor of the Atlantic; Edwin Balmer, Editor of Red Book; Robert Benchley, John Dos Passos, H. V. Kaltenborn, and Conrad Aiken. There were many more." Thus wrote Henry James Forman of Dean Briggs.

A "flow of ideas" is a much desired end. Writing does provide a channel for the "flow." Stagnation of ideas results from lingering over one idea and not advancing the next step.

We are sincere in urging you to write and keep writing if you would contact the infinite and step by step learn that you are a great electronic receiving set, and can attune to things cosmic, and thus know the part played by the ether of space as its forces play upon the brain and produce what we know as mind.

Great writers take only one step at a time. Each idea they reduce to writing brings on another. It's an endless chain. When one idea is reduced to writing it clears the mind for another. You and most of us do not clear the mind often enough; we keep hovering around an idea that should be dismissed that "we may be ready for the next piece of business." Writing is like laying a track over which the mind can travel. Distance and far stretches in thinking will come to any man who practices writing - instead of depending upon silent thinking or even speaking.

Why? - It is a form of expression. Life is evidenced by expression. The greater the expression, the greater the ability to express. It's just another example of the principle, "As you give or do, so shall it be given or done unto you."

The mind needs exercise, as do the muscles - The nerves are better transmitters, the more they are used. There is a principle in life that as the nerves are used for the transmission of forms of expression, the greater will be the source of supply of expression. It taps the universal and that is limitless. Nature supplies to man only that which he utilizes.

Thinking mentally is like mental arithmetic. It can go just so far. -- "Thinking on paper" extends your horizon. Writing is a Ouija Board that really works.

Why do you have to have a three-legged little table, moving about on a larger lettered table to get a message -- and an unwritten one at that -- when pencil and paper are available, and the message will be a recorded one.

Now if you just try this suggestion, you will think more of yourself for having tried it -- and if you persist and do it often you will write "your fortune" - and the remarkable thing about it is - you will do the thing you have hesitated about. You will no longer procrastinate. It is the secret of "a new birth." It works and therefore you will love it. This is a form of meditation. It brings on, pleasantly, concentration. It is, in the language of the street, "good medicine" and "what the doctor ordered."

Write your way to fortune. It is the "right way." It is the way to a "life" -- and living will be easier, more pleasant, more profitable. -- Your clouds will dissipate if you just follow through -- May peace be with you - and the universal guide you!

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