

Stepping Stones

**FROM THE LAND OF LACK TO THE
LAND OF PLENTY**

David Pickard Wyllie

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“There is a sacred place in the mind of man where there are no limitations... It is a place where the seeds of all possibilities are born. My soul purpose is to help the courageous rediscover this place in themselves.”

David Pickard Wyllie founded and developed the TAG concept of education in 1974. He has been instrumental in improving the quality of people's lives profoundly. During this period as a training and financial consultant, he has pioneered some of the most effective and unique developmental training available.

Thousands of people are at this very moment, profitably using the techniques researched, developed and taught by him. David's combination of the TAG concept of developmental training and his simple, effective use of his Wealth Builder program, have resulted in many students becoming successful and wealthy.

Internationally, his impact has been phenomenal. Over the years he has shared his wisdom with thousands of people and conducts high intensity training workshops for all segments of commerce, industry and professions.

As a guest speaker, he is somewhat controversial, thought provoking and highly entertaining.

He is also a personal consultant and mentor to many corporate executives and entrepreneurs.

In sport David excelled in long distance running and canoeing. He ran the Comrades Marathon and lead the first successful expedition down the Tugela River South Africa and Fish River of Namibia.

I AM,
AND
I AM LIMITED
ONLY
BY
MY LACK
OF
KNOW-HOW
AND
EXPERIENCE.

Acknowledgments

A special thanks to my family, friends and the thousands of students who came to me for the knowledge, know-how and wisdom to make a success of their lives.

You gave me more than you could ever know. Not only did you share your life experience with me, but you made me dig into my own mind and discover things I was not aware I knew. Collectively, you forced a dyslexic, streetwise, poor, school dropout to fulfil his greatest ambition and become one of the world's great teachers.

To Isabelle, for her support and friendship over 22 years and her continuous nagging to put my “incredible mind” on paper and helping to edit this book. To Denis and Pam Noble in Ireland who did the final editing.

A very special thanks to my late wife Val for turning my broken English and horrific spelling into a book and for the many days spent on the computer while I was rehashing my thoughts – proving again that ‘impossible’ is only a state of mind.

Finally, a big thank you to my wife Christine for your love and support and your input in my work. You are my best critic and my inspiration. Thank you for helping turn this little book into an e-book to share with the world.

David

Forward

Many years ago, I heard a story about a wise king who commanded all his sages to write a book on the wisdom of the ages. Years later they came back with a hundred volumes of self-help knowledge.

The king read them and marvelled. Then he rejected them, saying: “It is too complicated; nobody will ever read and understand it. Go now and come back with something more practical.”

The sages brought back twelve volumes – again he rejected them. “Better,” he said, “but still too much; who will have the time to read this when they most need it?”

Years later they had not come back, and men were still struggling with the knowledge for successful living – and so was I.

I heard an old fable about the secrets of the gods. A junior god was entrusted with the secret of godliness. He was to keep it away from man as man had not learned to live with love and in harmony with the universe. If man discovered this secret, he would use this God power to destroy the world.

The young god overwhelmed by this responsibility, turned to an older god for help. The older god said: “the answer is simple; place the God power in the mind of man; he will never find it there.” And so it was from that day onwards.

As the wise old men of the world have not yet come back with this great collective wisdom and as I have become tired of waiting for this knowledge, I have gone to the God power in my own mind and found these simple “Stepping Stones” to success.

I wish you love and the courage to use it to discover the God power in your mind.

David Pickard Wyllie

IT IS NOT
EDUCATION,
COLOUR OR CREED
THAT DETERMINES
OUR STANDARD OF
LIVING.

IT IS
THE DEVELOPMENT
AND UTILISATION
OF OUR
ABILITY

We all have amazing latent abilities. The things which we accept or reject, embrace or deny, let happen, commit to, or repudiate, risk or compromise, eventually lead us to the discovery of who we are.

Our education takes many forms, some obvious and some subtle. However, everything that happens to us – every experience of our life is a teacher. We can look for the lesson and expand our awareness. Alternatively, we can choose not to see, thereby expanding our ignorance. We cannot escape untouched.

By allowing other people to choose our education we eventually become what they planned for us to be. However, by accepting the responsibility of choosing our own education, we can create the person that we want to become. By having the courage to search, we will discover unique qualities within ourselves.

Developing these qualities enhances our value. By putting our uniqueness to work, we gain experience and start a cycle of growth.

Provided we never relinquish our responsibility, we will learn to increase the quality of our life and to fulfil ourselves.

GREAT
GOALS
DEVELOP
GREAT QUALITIES
IN
WHOEVER STRIVES
TO
ACHIEVE
THEM.

One of the irrevocable laws of nature is the law of compound interest. To understand this law, we must look at nature.

Consider the insignificant little acorn that so often becomes pig food and then the result of it fulfilling itself – the mighty oak tree!

It does not matter how small we start what is important is that we achieve our greatest aspirations. Yet this is only part of the law. How many acorns will the oak tree produce every year for the rest of its life? Consider all that can be achieved because of an acorn fulfilling itself: the forest – the wildlife that it is home to – the furniture makers – the homes they furnish; the pleasure; the sense of satisfaction; the new creations, the love of creating...

The energy that this little acorn spent in fulfilling itself will continue to add to the world in many more different ways for ever.

What are my greatest aspirations? What process of greatness can I start by accepting the responsibility, right now, for letting my seed of greatness grow?

WE
ARE PRODUCTS
OF
THE LAW
OF
CAUSE AND EFFECT.
OUR
THINKING
GENERATES
THE CAUSE;
OUR LIFE
IS THE EFFECT.

All things in life are governed by law, not by luck. Our understanding of the law of cause and effect will enable us to create a fulfilling life. First, we must understand that everything begins with a thought. Thought energy is the magical seed of all creation.

The greatest and wisest amongst us have taught that we are the products of our own thinking. (Place your hands on your lap and look at them; why are they there? They are there because you acted on a thought placed in your head by what you read. The instruction you gave yourself by thinking became your reality.) This applies to everything; you may not have been consciously aware of the thought, but without thought nothing can happen.

The secret of life fulfilment is very simple. By training ourselves to become conscious of our thoughts and deliberately choosing them, it is possible to take control of every aspect of our life. Although we cannot control what happens around us, we can choose our response to and our relationship to our circumstances.

This law applies whether we accept or reject it, understand it or choose to remain ignorant. Most people are too lazy to think and are afraid of the responsibility of this simple truth. They keep looking for things to blame for who and what they are. Successful people accept the responsibility of creating their thoughts and committing them to action.

THE
ONLY GUARANTEE
LIFE
GIVES US IS
DEATH.
IT IS BETTER
TO DIE
FULFILLING OUR
DREAMS
THAN TO LIVE
COMPROMISING THEM

Average man is so afraid of dying that he is too afraid to live. What we call death is only a change in our vibrational frequencies. We tend to see this experience that we call life in isolation from the laws of the universe and of nature instead of in the context of its greater whole. And thus, allow our lack of understanding to control us.

We are energy – energy can never be destroyed; therefore, we are eternal. What we call life is only a learning experience in the physical dimension in which we find ourselves. The object of this learning is mastery.

There is no theoretical or academic way of doing this, it must be experienced. Only by mastering our thoughts will we be able to succeed. Our fears will vanish and be replaced with excitement and a sense of wonderment.

The more we experience the more we learn. The more we learn the greater our potential for wisdom. The greater our wisdom the better the decisions we will make. The better our decision making the more we will fulfil ourselves. The more we fulfil ourselves the more we will be eager to experience and the more we will contribute to the world.

SUCCESSFUL
PEOPLE
ARE
THOSE
WHO TURN
THEIR DREAMS
INTO
REALITY.

Our dreams are our vision of the possibilities of our future; the fulfilment of life is the realisation of those dreams.

Some people have the courage to dream great dreams, others are even afraid to dream in case they disappoint themselves.

With our understanding of the laws of compound interest and the laws of cause and effect, we must realise that the greater the dreams the greater the person we will have to become to be worthy of them. By making ourselves worthy of them we will realise them.

To compromise our dreams or to settle for less will result in the development of our own feelings of inadequacy. The more we practise the better we will become, and we will become what we practise.

There are no accidents in nature, and no wasted energy. We have the energy and the ability to dream great dreams because we have the latent capacity to achieve them. Most of what we take for granted was once deemed impossible.

We must not accept other people's inadequacies and limited thinking and make them ours.

WITH HINDSIGHT
WE
CAN ALWAYS
BE CORRECT.
HOWEVER,
THE POWER
OF
VISUALISATION
CREATES
OUR FUTURE.

The history books are full of the writings of analysts who claim all kinds of wisdom based on hindsight. Almost the entire process we call schooling is based on hindsight and yet the only way man can move into the future and create more and better is by looking forward.

To look backwards we use education and experience while to look forward we use creativity, imagination, hope, faith and trust in ourselves and the process of life. With this understanding we can grasp why so few add to the advancement of the world.

We cannot outperform our belief in ourselves; therefore, it is paramount that we develop our faculty of imagination to enable us to envision a greater future. From this vantage point within our mind we can plan the journey from where we are to where we dream of being.

Never forget, that once the journey has been made in the mind – through the power of thought – it is natural for our body to follow and the goal to become a reality.

ONLY WHAT WE
ARE AWARE OF
EXISTS
IN OUR PERSONAL
WORLD.
THEREFORE,
BY
EXPANDING OUR
AWARENESS
WE CAN
EXPAND OUR WORLD.

To enable anything to affect us we must allow it into our awareness; therefore, it is there with our permission. By carefully controlling what we let ourselves think we choose what will eventually become our reality.

The visual cortex and the imaginary cortex of the brain are the same, so our mind cannot distinguish the difference between a real and imaginary experience. That means that if we don't like what we have we can change it. By using our imagination and visualizing what we want we can alter the ratios of energy we expend in thought. This will enable us to create our own reality.

If we focus on our limitations, we will feed them, and they will grow. By being aware of the greatness within ourselves, we will develop it.

In every aspect of our life there are both positive and negative possibilities.

We become that we think about and focus on.

BY READING
AND
LISTENING
WE GAIN THEORY
AND KNOWLEDGE.
ONLY
BY DOING
DO WE
GAIN
KNOW-HOW AND
EXPERIENCE.

Experience is the ability to do what we think we know. Only when our theoretical understanding is converted into practical action, have we turned knowledge into know-how.

The major limitation of our formal education system is that it is primarily academic and therefore theoretical, rather than practical. It is our responsibility to go into the real world and test our theory to truly educate ourselves.

Education means “growth from within” while schooling is “conditioning from without.” It is for this reason that some of the world’s best educated people are amongst the least schooled. Formal schooling not balanced by adequate practical application and experience is the reason why so many ‘well-schooled’ people are badly educated and therefore mediocre achievers.

Being an academic is safe, the worst that can happen is that other academics will disagree with us. However, to achieve we must risk. True success can only be attained by action, when we start playing the game of life for real. With this comes the responsibilities and the thrill of being alive.

GOALS
ARE
FIXED POINTS
IN OUR
LIVES.
WE SET THEM,
IN ORDER
TO HAVE A
POINT
ON WHICH
TO FOCUS
OUR
ENERGY.

All goals are stepping stones. They are tangible things, measurable tools, points or signposts in life. They give us a point of focus and an accurate measure of our achievement.

Goal setting must be correctly done and preceded by careful thought. If we chose a goal simply because we like it, we may find when we achieve it, it is of no use to us. i.e. A Mercedes sports might be one of the best engineered cars and very exciting to look at and drive, however, if you live in the mountains with unpaved roads, it is of very little value.

The first goal we must set is to determine who and what we want to become. Once we know who we want to be; it is easy to decide what that new person will want to have and what stepping stones are required to make the journey from where we are to where we have planned to go.

The more clarity we have, the more focussed we become, the more goal driven we become, the quicker we make decisions and the less energy we waste.

Remember, the universe is constantly changing. We are going to change as we move through life. By our choices, not by fate. We are the creator of our life.

TRUTH
OUT
OF CONTEXT
IS A
LIE.

Every person on earth has their own version of the truth.

Our life experience is our truth.

No two people have the exact same life experience no matter how closely related they are. So, no two people have the same truth. We can only see other people's truth in the context of our experience, often making it difficult for us to understand their truth.

Even if there are very similar experiences, our thoughts, emotions, reactions, etcetera will always be played against our greater experience.

Thus, even shared experiences will be coloured by our perceptions and result in different understandings. We must learn to be tolerant of other people's point of view, while always being prepared to re-examine our own truth.

VALUES
ARE THE CORNER
STONES OF OUR
CHARACTER.
WE MUST NOT ONLY
INHERIT OUR VALUES,
THEY MUST BE
ARRIVED AT
THROUGH
CONTINUING
INTROSPECTION AND
GROWTH.

Our values are what measures the meaning that life holds for us. They influence the way we think, feel and act. They are the very foundation on which we build our character, and they will evolve with life experience and maturity.

Our values are personal, and we may not allow peer pressure, family, friends and society to define them. If we are to be true to ourselves, and surely this must be our starting place, we must develop or evolve a set of values based on our own personal code of ethics. Life created around a sound ethical base will always be successful.

If we do not honour and live up to our values, we are out of integrity with ourselves. We experience discomfort and stress; we feel unfulfilled even when we appear outwardly successful.

Insecure people often feel threatened or intimidated by people with different values, and will usually try to impose their values, so that they can feel more comfortable.

We express different values in different circumstances. We must, however, always remain true to ourselves.

MAKING
DECISIONS
IS EASY
ONCE WE KNOW
WHERE
WE
ARE
GOING.

Most people find it difficult to make decisions, simply because they lack clarity about who they are, and what they really want out of life. Or they are not prepared to accept responsibility for their choice.

When we make decisions, we exercise our great power of choice, thereby setting up a cause and attaining an effect. If we procrastinate or pass the responsibility to someone else, we have still followed the law; except this time, we are giving away our control. Remember, the person who accepts the responsibility gains the rewards and benefits.

Setting a goal is making a decision to achieve something by a certain date. The more committed we are to our goals, the easier it becomes to make decisions, and the more gratifying it is to accept responsibility for our own achievement.

Whenever we have a difficult decision to make, we must ask ourselves a simple question: “Is what I am about to do taking me closer to where I want to be?” If the answer is yes, it is easy – do it! If the answer is no, don’t!

TIME
IS THE ONLY
THING
WE ALL
HAVE IN COMMON.
IT IS
HOW WE USE IT
THAT
CREATES
OUR DIFFERENCES.

All of us have the same twenty-four hours a day at our disposal. We can exercise and become fit and strong or we can sit and wish we were. We can study, learn and gain experience, or we can complain that we are ill-prepared for life and the achievements of our goals.

What ever we chose to do, we are spending time. This time cannot be saved up for later, nor can it be recalled for improvements or change.

We have it -we use it – it is!

Worrying about the past cannot change anything; thus, we must remove the past from our thinking.

Dreaming about the future does not create anything except electro-magnetic charged pictures. To turn these pictures into reality takes action. We can only act now. It is what we do with our “now” that will be the catalyst for the manifestation of our dreams.

LIFE'S QUALITY
IS
DETERMINED
BY
A STATE OF
CONSCIOUSNESS.
THIS
STATE OF CONSCIOUSNESS
IS OUR
RESPONSIBILITY.

Poverty and wealth, sickness and health and all the circumstances of our lives are created by our thinking. What ever we become conscious of has found its way in our lives. It is up to us to recognise this consciousness and then either embrace it or reject it as a condition in our life. For example: do I always get a cold at the change of the season, or am I so involved in life that I am always well?

When you see something in a shop window that you would like to have, do you find yourself thinking: 'I would love to have it but I can't afford it', or, what do I have to do to make it mine?'

Regardless of our present circumstances, by dwelling on the negative we will feed our negative consciousness and create its reality. Alternatively, we can acknowledge where we are in a fleeting moment and then create in our minds a picture of what we want and adopt a positive consciousness. We can then start doing something immediately to set the positive into motion.

THE DIRECTION
OF
OUR LIVES
WILL ALWAYS BE
DETERMINED
BY
THE
DIRECTION
OF
OUR FOCUSED
MENTAL ENERGY

We cannot focus on the future while we are thinking about the past.

The electromagnetic qualities of thought will always attract to us the perfect end-result of our dominant thought. It is critical that we stay focused on the perfect result of our desire.

Mediocre people tend to live in the past, focusing on past achievements, the good old days, etc. Successful people are always planning the next step.

To become successful, we must have an absolute clear picture of the perfect end-result of our future achievements. This will align our electro-magnetic energy with that of our chosen circumstances.

We think by creating and holding pictures in our mind. By carefully choosing our pictures, we create our desired future.

EVERYTHING
IN LIFE
HAS A PRICE.
THE PRICE FOR
FREEDOM
IS THE EFFORT
WE EXPAND TO GAIN
KNOWLEDGE
OF OURSELVES.

The most obvious truth in the world is that there is nothing for nothing. To live, we must make the effort to breathe.

A great teacher once said that the sins of the parents are passed on to the children. This is often true, although it does not have to be so. This happens because parents teach or impose their life experience upon their children as if they were great truths. Such truths are, however, only the limited parent's experience, i.e. their truth, not the truth.

By having the courage to venture into the world in search of our unique experience, we will break the mould of conformity and discover our own truths and realities. The more of life we learn to deal with, the greater our knowledge and wisdom will become.

The more we attempt the impossible, the greater the possibilities we will create. This spiral will create more and more self-knowledge and will continue to lift our self-imposed ceilings, enabling us to achieve what we once believed was impossible.

LIFE
IS A WHEEL
AND
ACHIEVEMENTS
ARE THE SPOKES.
WE CREATE
THE SIZE OF
OUR OWN
WHEEL.

So often, on examining the achievements of our superstars, we notice that in other areas of life there are disasters. Why? Because we devote most of our mental energy to creating the parts of life that becomes our obsessions, both good and bad.

Imagine a wheel with one or two long spokes protruding beyond the rim. They might be beautiful spokes, but the wheel would be useless.

Average man will argue for the shortening of the long spokes, until all are equal, and thus will eventually destroy the wheel.

As successful people, we must systematically work to lengthen the shorter spokes and achieve the same greatness in all aspects of our lives.

Remember, as we practice greatness, we perfect it, the compound interest of our effort will keep expanding our wheel of greatness.

IN ORDER
TO
TEACH,
WE MUST SHARE A
PARABLE;
IN ORDER
TO
GROW,
WE MUST LIVE ITS
PRINCIPLE.

Throughout history, man has used parables to teach the simple principles of life. The parable, or story, does not have to be true – it just has to illustrate the truth of the principle.

Unfortunately, people have tended to build religions around the parables and ignored the principles. When we read a good book, or watch a good movie, we may start to admire or even worship its hero. Instead we should search for and extract the principles that made it work and make these principles and truths our own.

By using simple techniques, we can develop ourselves until our lives become the parables for the inspiration of others, while we quietly get on with living the principle and fulfilling ourselves.

WHEN WE HAVE
PROBLEMS,
WE HAVE
OPPORTUNITIES
TO
LEARN.
WHEN WE DISCOVER
SOLUTIONS,
WE HAVE
OPPORTUNITIES
TO
SERVE.

A lot of emphasis is placed on “Human Rights” how the ‘haves’ have exploited the ‘have-nots’. As successful people, a moral obligation is imposed on us to support the unsuccessful. However, a strong man cannot make a weak man strong. What we create in life is a personal responsibility.

Because of the gregarious nature of man, we must learn to live in harmony with one another. The only practical way to co-exist is for us to trade/exchange.

The greatest thing we have to trade is what we have made of ourselves. By overcoming the problems in our life, we develop both skills and personality. These are our life tools; these tools enable us to co-exist by the principle of trade.

The greater we become, the more value we will have and the more in demand we will be.

Remember, before we can do something, we must first become someone.

WE ARE
SPIRIT
INHABITING
A PHYSICAL BODY.
BY MASTERING
THE PHYSICAL
WE DEVELOP
AND GROW
SPIRIT.

In life all things exist in halves. For man to exist, there must be male and female. For any object to exist it must have a top and a bottom, inside and outside, left and right sides. For anything to be, its parts must be developed to create the whole.

For energy to exist, it must have negative and positive polarities. We are energy – part physical, part spiritual. In order for this energy to become dynamic or live, it must have both polarities.

Energy flows from negative to positive, and in so doing creates a whole. In the same way by mastering our physical we build our spiritual and vice versa. If we forsake the one for the other, we will have neither.

We must realise that our true nature is ultimately eternal energy and like everything in nature, is constantly moving and changing. Only then will we start to contemplate our true God-given potential, and free our bodies and minds from the limitations imposed upon us by thousand of years of fear and ignorance.

THOSE WHO HAVE
CREATED
SHALL
CONTINUE TO
CREATE
AND TO LIVE
IN
ABUNDANCE.

Wealth is the implementation of natural law. Poverty is a violation of this law.

To create a consciousness of wealth, we must understand wealth. Wealth is the creation of a surplus for our own needs. Whether it be money, love, self-respect, confidence, dignity or anything else. When we have more than we need we are rich.

‘Charity start with a profit’, if we want to share or trade, we must first create a surplus. The law of creation of wealth is simple – take a minimum of ten percent of all that you create and reinvest it.

By doing this, we will always create a minimum of ten percent compound interest and because there will always be a surplus, there will always be a growing wealth.

It is our responsibility to create our own surplus, so that we may leave this world a richer place because we have passed through it.

WEALTH
CAN NEVER
BE
OWNED,
IT
HAS TO BE
EARNED
EVERYDAY.

The development of real wealth means bringing real value to the world. Wealth and prosperity are natural phenomena and must be earned daily.

The true nature of wealth is rooted in the energy of thought. It is possible for everyone to develop a wealth consciousness and acquire any amount of wealth that they are prepared to make themselves equal to.

Everyday we think and act. If those thoughts and actions are aligned with wealth consciousness, we will continue to create a surplus, but if not then the law of diminishing returns will apply. Most people who inherit or win a fortune usually lose it, because they never developed the skill to create it.

Our survival, as with all the circumstances of our life, is our responsibility. Any social group, be it city or nations, can and will become wealthy, when everyone within the group accepts the responsibility for acquiring his/ her own wealth consciousness. This only requires the correct knowledge, the courage to turn this knowledge into know-how, and the personal commitment to turn this know-how into a way of life.

THERE IS NO
SURER
WAY TO CLIMB
TO THE TOP
THAN
BY DEVELOPING
ONE
GOOD HABIT
AT A TIME.

All things have their beginnings in thought. What we repeatedly think will create habits of behaviour. These habits form the unconscious behaviour patterns of our life, and thus take no effort.

Most people have to work very hard to succeed but need do very little to fail. The reason for this is simple. When it is properly understood and applied, it will transform everything we do, and the effort required to do it.

We learn primarily by copying. Because the ratio between achievers and non-achievers in any society is loaded towards the non-achievement thinking. It is much easier to develop negative, non-achievement habits than dynamic achievement-oriented thinking.

By carefully choosing our thinking, we establish new habits that are aligned with our aspirations. As we continue to do this, we change the ratio between positive and negative and achievement becomes easier and more fun.

I AM
AN
EVOLVING
CONSCIOUSNESS,
DRIVEN
BY
MY COURAGE
TO EXPLORE
MY
GREATEST
ASPIRATIONS.