

Chapter 10

THE
VACUUM LAW
OF PROSPERITY

Giving

*To get he had tried,
yet his store was still meager.
To a wise man he cried,
in a voice keen and eager;
Pray tell me how I may successfully live?
And the wise man replied,
“To get you must give.”*

*As to giving he said,
“What have I to give?”
I’ve scarce enough bread,
and of course one must live;
But I would partake of Life’s bountiful
store. Came the wise man’s response;
“Then you must give more.”*

*The lesson he learned;
to get was forgotten,
Toward mankind he turned
with a love new begotten.
As he gave of himself in useful living,
Then joy crowned his days,
for he grew rich in giving.*

Arthur William Beer

THE VACUUM LAW OF PROSPERITY

(Dedicated to Aunt Marg)

Nature absolutely abhors a vacuum.

Marg Made It Happen

I must dedicate this chapter to my aunt Marg, in appreciation of her childlike faith in, and her profound understanding of, this most magnificent law which governs one's prosperity. Even today, it is very seldom that I visit her, without her expressing her heartfelt gratitude to me, for having taught her this great truth about "the vacuum law of prosperity." As a consequence of her acquiring that knowledge, Marg and her entire family enjoy many of the comforts of life which they had previously been unable to experience. Moreover, the simple truth is they would still not be enjoying these "finer things in life," if it were not for the fact that she gained her new awareness.

Although Marg happens to be my aunt, she is only a few years older than I am and we have been very good friends since our childhood days. I love Marg and her entire family very deeply. Therefore, it should come as no surprise that I have derived a great degree of satisfaction from sharing the ideas contained in this chapter, with Marg and her family, over many years. It has been a particular joy for me to have had the opportunity of witnessing them apply this new knowledge, in such a way, that today they are living their lives in an entirely new way.

Marg's first introduction to this dynamic law dates back approximately ten years, to a time when she and her family were attending a series of seminars, which I was then conducting, on the subject of "prosperity." Soon after the seminars had been completed, I visited Marg at her home. She, her husband Don, and I, were discussing many ideas—all of which had to do with the subject of prosperity. At some point, during the course of our discussion, the issue of "their home" was raised. Marg looked at her living room, became visibly upset, and angrily proclaimed that she was "sick and tired of living the way they had been living."

She then pointed to the curtains in her living room and said, "You know something, I absolutely detest those old drapes." I smiled at her and replied, "No you don't Marg, you love them. Otherwise you wouldn't have kept them so close to you." I continued, "For the only things we have in our life, are those things that we love or are in harmony with." Marg told me that she had a difficult time accepting the idea that she could actually "be in love with" something she found so utterly displeasing.

By this point, Don was thoroughly convinced that we had both "gone off our rockers"; Marg for even attempting to understand what I had been explaining, and me, for actually believing it! Nevertheless, I continued with my explanation and I informed them, that if a person remains continually in close proximity with something—be it another person or an object—it can only be because the person is in harmonious vibration with them, or it. The reason I could say this, I explained, was that "love" is just another word

for resonance or harmonious vibration. I told them, finally, that what I had just stated was a law of the universe. (Whether or not they fully understood it, or even believed it, made absolutely no difference whatsoever.)

I explained to Marg that if it was true she really did detest the drapes—as she claimed she did—she would already have taken them down, had them cleaned and given them away to the Crippled Civilians, the Salvation Army, St. Vincent de Paul, or some charity that would have been able to put them to good use. Don looked at me in a state of bewilderment. Then he firmly asserted, that “She’s not taking those drapes down, because we have nothing to replace them with, nor can we afford to purchase a replacement.” I can remember saying to him in reply, “Don, please understand, you will never hang new drapes, or new curtains, until you have first made a space for them.” “Indeed,” I continued, “the real secret behind the vacuum law of prosperity lies in the fact that, by giving the old drapes away, you would automatically have been making room for the new.” In other words, you can’t get something until you are first willing to give something away. (Bear in mind, however, that “giving” means letting go of completely or totally abandoning, to another.) Clearly, this is an extremely difficult concept for a person who is solely attached to the material world, to even comprehend, let alone practise.

We discussed the information summarized above for a while longer and then Marg moved herself into action. She began by taking down the living room drapes which she had looked at in anger for so many

years. By doing this, she was immediately ridding herself of the source of so many years of frustration. For every time she looked at, or even thought about, those drapes, a very negative image would instantly flash across the screen of her mind. She would then move herself into a negative vibration, and thereby begin to attract more of what she did not want into her life. As she started removing the drapes from their hooks, Don came very near to exploding in a fit of rage. Nevertheless, Marg would not back down, even in the face of this tremendous opposition, and she continued to act on the idea which I had planted in her mind.

Don's response at this point, was to say, "Well I guess we are going to have to buy some new ones now, whether I like it or not." I then explained to them that they should not worry about how they would obtain the new drapes, at this juncture. The important thing was that they would soon have what they needed. The reason this was so, I explained, is not really all that difficult to comprehend; reduced to it's most simple level, we can say that, "people will soon become tired of living their lives in a fish bowl."

For a little while, Don and Marg lived without any drapes hanging on their window. But then one day I visited their home, and sure enough, Marg had the drapes which she wanted, and she had them right where she wanted them! Little by little, the awareness of this great truth had begun to creep into her consciousness.

It wasn't long after this, that there was no furniture left in their living room. Marg had become tired of living with it after so many years, so she simply gave it away.

By doing so, she automatically created the space she required for the good which she desired. Soon their entire home had been completely refurnished and redecorated, and now she has it, “just the way she wants it.”

A few days ago, my wife and I were visiting Don and Marg in their home. As we were driving away, Linda said to me, “Their home really looks nice, doesn’t it.” I couldn’t help but smile, knowing the background and having been an integral part of the many battles which had taken place, each time something else had been given away. The last time I spoke to Marg on the telephone she said, “Isn’t it incredible, what a tremendous difference a little bit of knowledge can make in your life. You only have to learn a little bit, to receive so much.” That statement is oh so true. For a little bit of awareness, does make a tremendous difference in results. Therefore ask yourself, what do you have lying around you that you really don’t like? Then ask yourself why don’t you just package it up, give it away, and make space for the good that you really do desire. Remember, this “law” which I have been discussing, applies to every aspect of your life.

On numerous occasions during the course of my seminars, I have discussed this law. I have explained to audiences, that although almost everyone likes to have new clothes, most people have no room in their closets for hanging any new clothes. In fact, when you hang something in your closet, you probably have to push other clothes aside, just to fit another hanger on the bar. The irony is, however, that many of the clothes that are hanging in your closet, you probably don’t even wear!

In saying this, I am well aware that some of your clothes may have been expensive, so you are rather reluctant to dispose of them. However, you know as well as I do, some of the clothes which you have hanging in your closet, are hanging there simply because they don't feel comfortable to you when you do put them on (there is something about them you do not like). Therefore, I would strongly suggest, simply give them away. By doing this, you will automatically be making room for the new clothes which are inevitably going to follow.

Set the following project for yourself and then carry it out, right now. Check your own clothes closet very carefully—as if with a “fine-toothed comb”—and then remove all of the clothes you no longer wear. Once you have done this, simply give them away. By doing this, you will thereby create a vacuum or void. Moreover, since “nature abhors a vacuum,” it will only be a relatively short period of time before your closet is once again full of clothes. Only this time, however, it will be full of the clothes that you really do want to wear.

The process which I have been alluding to is a never-ending one. Therefore, it is something which you should plan to practice all the days of your life. In other words, you must continually be “making space,” for the good which you desire. Keep this information constantly in the forefront of your mind; for the crucial element in this vacuum law of prosperity is that you must let go of the old before you will ever make room for the new.

Another word of caution: never sell the articles which you no longer want—just give them away. I realize this advice might run contrary to the way in which you have been conditioned to live your life; but you must understand, that “in giving, you will also be receiving.” On the other hand, if you sell the articles, the money which you receive for them will be all that you will get, in the bargain. This may sound like a rather peculiar approach to take, but it is nonetheless the proper one.

Please understand, you can never give too much of anything. Nevertheless, when you do give, fully expect to receive something in return. Very rarely will you receive from that source, to which you gave. But, receive you must, just as surely as rain must fall when two clouds collide.

Therefore, gaining a good grounding in this universal law will be of great personal benefit to you. Remember also, that you are not working with specific individuals or with specific things; rather, you are dealing with an infinite power which operates in a very exact way. As a consequence, whenever we wish to receive anything new into our life, we must trigger the process by making room for it!

This “law” applies not only to our physical world, but also to our mental domain. So understand, that whenever we wish to entertain new ideas, we must first be willing to “let go of,” or to challenge some of our old ones.

Unfortunately, there is a very large segment of the population which has an exceedingly difficult

time achieving this end. Because of this, these “troubled” individuals often entertain opposing and contradictory ideas, at one and the same time. They live their entire lives in a state of oscillation, thinking “do it, don’t do it, do it, don’t do it,” etc. This mental state is commonly referred to as “indecision,” and it leads to considerable mental anguish and confusion. Be aware that “indecision” or “confusion” can be one of the greatest—if not the greatest—cause, of people being held back from accomplishing great things in their lives.

Why We Hold On To The Old

Why is it that we hold on, so strongly, to old ideas or to old things? I have no doubt that you will agree, this is an intriguing question. In fact, it is so intriguing, that if you were to ask a thousand different people this same question, you would probably obtain enough answers to fill a book. Unfortunately, however, almost all of the answers which you would receive, would be dealing with the secondary causes, and not the primary one, of this horrendous problem.

But if you were to go directly to the primary cause of the problem, you would soon discover, that although it lies deep within each individual, it is virtually the same, for everyone. Let me not hold you in suspense any longer—the answer to the question would be as follows: we hold on to old ideas and old things, because we lack faith in our ability to obtain new ideas and new things. This of course, leads to a condition of insecurity, which stems, at its root, from an inability to understand who, and what, you are. And, a lack of awareness of your true relationship