

## *Spiritual Foundations of Success: Basic Rules*

*Dear Friends: In 2005 we will focus the OUTREACH articles on the spiritual foundations for success and prosperity. The following article is an inspiring Teaching from the Dynamics of Success by Torkom Saraydarian. We begin this series with the basic rules for success. We hope you enjoy this article and hope it inspires you to begin the New Year with optimism and hope for a successful future.*

*You can be successful in your life when you help other people be successful. This is an advice or a rule for the future of humanity. All businesses and politics are going to go toward this. Unless you go toward this rule, you are going to destroy yourself and the world. You can be successful as an individual, as a family, as a business, as a corporation when you work for the success of others and make them successful. The more you make them successful, the more beautiful you are.*

*You are successful because of your customers, because of how you help others. The happier you make your customers and other people, the more successful you will be.*

Second, whenever you are opening a business or starting any relationship or any form of endeavor that you are going to create in your life, first sit down and think how you can organize that business or that corporation or that work or that relationship in such a way that it helps others, not only you. The real foundation of your organization must be for the good of the people, even if it is necessary for you to forget all your interests in the interests of the others. That will

bring you huge amounts of success, but unfortunately we have built our consciousness in just the opposite way. We are going to shift our consciousness and change it.

*The next one is to give your money, advice, and encouragement to make people successful. Put in your mind that at least once a year you will make someone, some group successful. Just put it in your mind. This year you must vow to do those things that make people successful, more educated, more beautiful, healthier. When you think about the success and prosperity of others, you are already conditioning your future success and prosperity.*

I was traveling from New York to Los Angeles and a man asked me, "What are you going to do in California?"

I said, "I am going to write books."

"Oh," he said, "you do not even know English. You cannot write books."

I said, "My English is not so good, but I have great ideas. Eventually ideas will help build my language and

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Mountain Goat

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maybe I will be able to talk better than I do now, but I am going to write books.”

“Books do not bring money to you,” he insisted.

I said, “I am not writing books to bring money. I am writing to tell people something that I feel will benefit them.”

He said, “That is stupid!”

Years passed and I became really successful. How was it that I became successful? Because I did not do it to make money. I did it to help people. That is what I want to convey to you. When you are opening a store, a stationery store, a health food store, even a restaurant, your first thought will be, “I want lots of people to come and benefit from my labor.” The restaurants that really think about the health of people are the most successful restaurants. Those people who want to make only money cut corners and eventually lose their whole business.

The first thing you must consider is, “What can I do for people to be successful?” There was a man who came to a city and saw that in the city there was no water, so he started to dig a well. He dug a well and very pure water came and the villagers were thrilled, “Wow, we have water now.” He said, “Here drink it,” and he was not asking one penny. These people built a palace for him and gave him everything to be the happiest man because he never thought about digging a well to make money for himself. He wanted to dig the well to quench the thirst of the people.

Another story I read was about a man who went to a village in the wilderness. They did not have vegetables at all. He said, “How come these people are not eating well? They need vegetables.” So he created a lot of compost and he mixed this and that and built hot houses for vegetables, and many people came to help him. Eventually that little village became a source of vegetables for a big city and all the people there became very wealthy.

Look what one man did! But our whole intention, in whatever we do, has been first to think of

what is going to come to us. That is why, even if wealth comes to us, we do not enjoy it because we are approaching success from the negative side of the business rules, regulations, and laws.

*Do not discuss your personal life, your failures, your defeats with your co-workers or your boss.* Be professional and impersonal. That brings great success to you. Immediately when the boss smiles at you, you reveal everything that you did in the past. “I had five hundred boyfriends.” Really? “I was sick with that sickness. I divorced this way and that way.” What are you doing? You are revealing and exposing your obnoxiousness, your past faults, and you are not going to build a good image in the mind of your boss or leader. He is not asking you about your past obnoxiousness. Close your mouth and answer his professional questions. That is so important for your success.

*Do not talk about your past greatness, victories, or successes.* Demonstrate now that you can do the best job, professionally, and await recognition. For example, you want a secretary and you can pay six dollars per hour. Okay, this secretary comes and says, “Good morning,” and she is lovely. She can type really professionally. But she opens her mouth and says, “You know, in the past, I used to make twenty-five dollars per hour and I had a Mercedes and I lived in a great house.” The boss will become

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### TSG Mission Statement

*The purpose of TSG Foundation and The Torkom Saraydarian University (operated under the auspices of T.S.G. Publishing Foundation, Inc.) is to be a pathway for self-transformation based on the Core Values and Higher Principles of the Ageless Wisdom. We offer a complete line of spiritual products and services, including intensive spiritual training on site and by correspondence. T.S.G. Publishing Foundation, Inc. is a nonprofit, tax-exempt organization.*

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very wary. "I cannot hire this person because if I give her six dollars now, she will be very uncomfortable and will eventually leave. Now I do not want this girl." Then the boss says, "Okay, I will think about you." And the next girl comes and the boss asks, "How much are you asking for this position?" She says, "I would like four dollars per hour." "Okay, I will hire you and give you six." The boss will choose the second one, provided she meets the needs, because the first one boasted so much that it made the boss wary of her. This is very practical advice.

A student wrote to me. "I have written many, many books. I have graduated from five schools, completed many lessons and classes, and I want now to take your correspondence courses." I said, "I do not have anything to offer you because you already know everything." That was a defect in his character, boasting about himself and telling me that he had done many things in the past. Suppose a man came and said, "You must respect me." "Why?" "Because in the past we had five thousand cattle on millions of acres." But you will think, "Why respect him if he is so boastful of his past?" You want to see what he has now and what he can do now!

*Be indifferent toward those who praise you or flatter you or blame you.* These are often signals of bad intention. If people praise you, be very careful. If they scold you, be very careful because maybe it is a test to reveal what you are. Be indifferent toward the praise and the blame and take them professionally. If they are saying that you are just wonderful because you can type a hundred pages in one hour, you know that is flattery. You know it. If they say that you are the worst human being, do not accept it because you are not. Stay in your clear thinking, demonstrating indifference toward praise and blame.

*Be punctual in office hours or any work that you are doing.* Many successful people are not only punctual, but are always a little bit early to prepare their work.

If you are working for a boss, once a month have an interview with him and ask if you need ad-

ditional training, or improvement in your character and relationships.

If you are the boss, once a month have a meeting with your employees and ask them if they have new ideas for improvement. You can use the occasion to give new guidance.

Do not work in places that are engaged in selling drugs, pornographic literature, alcohol, or are devoted to illegal activities, exploitation, and separatism against the human race or your country. Never work as an employee in those places where the boss is dishonest, sectarian, separative, and manipulative.

Success not only needs physical, emotional, and mental preparations but also something beyond it. It needs faith. There are many definitions of faith.

Faith is the process of demanding from the Universe that which you want and an intuitive knowledge that your demand will be met. Without such a faith there will be no lasting success. Do not start any work without faith.

There is another factor which is very important for your success. Every work and every labor, in order to bring success, must be dedicated to the Most High and done for the service of humanity. Remember that not only does the environment affect your striving, but through your striving you also influence your environment. The powers that you must exercise are

- The power not to be influenced by the negative factors of your environment
- The power to annihilate the negative factors in your environment and introduce pro-survival factors

**You are equal to the creative influences that you exercise on your environment. Your spiritual influence upon people decides what you are.**

For example, if you have unity and integrity within yourself, you create groups that are united and integrated. You create group consciousness in people.

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Your influence can be recognized as destructive or constructive. Ego, vanity, superiority, and inferiority concepts must be destroyed. But group consciousness, humility, cooperation, and recognition of the Inner Divinity must be cultivated and developed.

**Question:** *If you are doing things for other people, then how are you going to pay your own rent if you are not getting paid?*

**Answer:** What you should be concerned with is your motivation. We are talking about your motivation. For example, if you are a doctor and you have ten patients that you are treating but your prime interest is in how much money you are going to make, that is the wrong approach. But if your real intention is to help these people and forget yourself, the money will come—plus you will feel great.

Success is not dependent on physical things. It comes from subjective realms. Your motivation must be right, and, if you start that way, you will see how rich you will be and how you will be able to enjoy it.

The principle spirit of creating a business is “How can I help people?” Business is the expression of your will-to-help people, and through helping people you help yourself to continue to help others. **How can you reap if you do not sow? This seems very simple. Some Great Ones were asked, “Why are these people so rich and able to enjoy their lives so beautifully?” They said, “Because in the past they helped so many people.”**

A stranger was sitting on a rock by a big river and suddenly he fell into it, but by chance two men came and saved his life. He said, “I am so grateful that you saved my life, but I wonder how you came to be here?” Life arranged to save him because in the past he used his life to help people.

**Whatever you sow, you are going to reap.** Do not forget that. If you are killing, they will kill you; if you are robbing, they will rob you; if you are slandering, they will slander you; and this vicious circle will go forever and forever, making you more

and more miserable. Success is the ability to come out of this vicious circle.

**Question:** *Christ said, “Seek first the kingdom of heaven, and everything else will come to you.” Is this what He was talking about?*

**Answer:** Yes, exactly. The motivation is the Kingdom. The Kingdom of God is within you. If your inner world has right direction, right principles, everything will come to you. You do not even need to run after things. Success will come to you as the result of your spiritual orientation, integrity, beauty, readiness, and magnetism.

Let us say that a great executive comes here and wants to hire one of you for a secretary. Who will be his secretary? The one who is the most ready physically, emotionally, mentally, and spiritually will be his secretary. Why? Because the secretary had prepared himself for success.

The world is a big computer and the computer is searching for the best people who can fit into certain duties and responsibilities, and life arranges for you to come to the right place to work. The only thing that you are going to do is demonstrate to the life that you are ready and that you are ready to work now. Whenever you are ready, your job is ready. If you do not have a job, it means that you are not ready for the job you have in your mind. You are going to make yourself ready.

**Question:** *How can you get paid what you want when you are going for a job unless you ask for what you want? From my experience, if you ask for under what you want, they are going to give you under what you want.*

**Answer:** I did not say you should be underpaid. Ask yourself, “What is the job I have to do?” You know what the job is, and you know whether you are ready for it or not. If you go to the boss and say, “I have only two years experience as a building engineer, but I am ready to learn and promote myself. If you can use me, I am ready.” You are very clear, very simple, very honest, but if you say, “I have worked fifty years” and you are twenty-five years old,

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he will say you are crazy. Be factual so that you attract his attention and love and appreciation. Even if you have faults and if he asks about them, tell him. "Do you smoke?" "Yes sir, I smoke but I think that I must stop." Well, you are honest. He would rather take you because you are honest than take another person who lies.

Be always factual and clear. That is why you must have clear thinking. Do not pretend, do not imitate, and do not fabricate. Be yourself. When you are five minutes late say, "I am sorry. I should have been here at eight o'clock, but there was an accident. I am very sorry to take your time, but if it is an offense being late I understand." It is clear, finished. Many people fabricate, and the boss knows or your wife knows or your sister knows that you are fabricating. When you fabricate you lose the possibility of your future success.

**Question:** *If you really have a resistance in some area of your life to success, how do you know if you are fighting against karma or just being stupid?*

**Answer:** It does not matter. Karma is also an obstacle and a hindrance. You are not going to say: "Because I have karma, I am going to stay as I am." You are going to fight against your karma, raising yourself above the karma.

How can you do this? For example, let us say you are a builder. Build something and watch it and say, "This is a very good building, but if I did this, this, and this, it would be a better building." You can develop a little more advanced observation within you so that you do better than before. If everyday you do a little better, eventually the karma that is stopping you from doing better will assist you.

Maybe you learned from ancient Greek history about the man who had something wrong with his mouth and he could not speak well. He suffered and tried to discover what to do. So he went to the seashore and started to put little pebbles in his mouth and then tried to speak. Eventually he became a better speaker, and then he became the greatest orator in Greece.

**Question:** *A young tennis star beat another tennis pro. When they asked her how she did it, she said that her coach told her just before she went on the court, "Every ball you hit you are going to know how to handle and you will win." Now what key did he give her?*

**Answer:** He opened in her the spark of readiness. Sometimes you need encouragement to use your readiness. I have noticed this in my experiences. I learned to play the Hungarian Rhapsody on my violin, but at home I drove my sister, my father, and my mother crazy while practicing. When the time came for my recital, my legs were shaking. I was ready, but I was not ready. My Teacher came and hit me hard on the back and said, "Look in my eyes. You are ready; you can do it." I awakened. He took all that burden away, and I played very well. You sometimes need a good shock to awaken your readiness, but if you are not ready and your boss is saying you are ready, he is hypnotizing you. You must be ready to be ready.

Neither praise others, nor flatter them. Express joy in their success, and if they fail and ask you, tell them, "Seek for the causes on your own."

**Question:** *Is it a sin to have money or wealth through your labor?*

**Answer:** Some people think that it is a shame to have money, to have position, to have abundance. It is really a shame if your money is accumulated by robbing people, by hurting their future through various ways of manipulation. **But if your money is the effect of your service for humanity, if your abundance is the gift of life because of your right motives in business, and if your position is in a field of helping people to help themselves, then your money and wealth and position are blessings to the world.**

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## T.S.G. NEWS

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**New Book Release:** *The Solar Angel, Volume 2* has just been released. Our friend Mary Senter lovingly compiled this volume from published and unpublished writings by Torkom. It is a beautiful and wonderful addition to our understanding of the sacrifice and service of the Solar Angel. To order a copy, you can call us, email us, or order online. It is 446 pages, \$35.00, and available in Soft Cover only.

**Wesak 2005** registrations are now available by telephone, mail, or online. Make plans early for this important event. The entire conference is designed to help in your transformation process from the physical, emotional, mental, and spiritual angles. We use lectures, sacred songs, sacred dance, meditation, and group discussion to have an intense and unforgettable experience.

**Spread the Teaching:** Send free printed or electronic copies of *OUTREACH* to your family and friends. Just call us or email us and we will do the rest. You can also register unlimited number of recipients online.

**Free Wisdom** is a monthly bulletin that is available free online only. Registration is available on our website. Forward this wonderful service to anyone in your email list. Every month, lovely and colorful nuggets are emailed to all our participants. You will read free chapters, get updates on new products and services, and receive inspirational resources to further your spiritual transformation.

**Free Books to Libraries** program is still continuing with a total of 54 sets of books mailed to date. If you know of a public or group library that would like to have a set of gift books, please contact us. If you wish to contribute toward this program, please call us. Detailed information is available by mail or online.

**Help us in our labor:** Your donations are needed to help us continue our work. We are making great headway in our publishing and archiving processes and your continuous help is very important to us. If you would like to make monthly tithes, call us to set it up. Or, you can make a one-time donation, or annual donations toward our projects.

**Plans are underway** for Gita Saraydarian to present a seminar in Mexico City in January and in London in September. Contact TSG Foundation for details.

**The 2005 Full Moon Calendar** is ready online. Contact TSG Foundation for a printed copy.

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### Resources for Prosperity and Success from Torkom Saraydarian:

#### Books

- *Dynamics of Success*
- *Spring of Prosperity*
- *Prayers, Mantrams, and Invocations*
- *Daily Discipline of Worship*

#### Lectures - CD or Cassette

- What is Real Success? 1/22/95

#### Video

- What is Real Success? 1/22/95 (#233)

In 2005, the *OUTREACH* articles will feature the spiritual laws of prosperity and success. We hope that your life will be prosperous and successful in all ways. If you would like to share experiences of success and prosperity, send us your articles by email and we will consider it for publication.

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## Leaves from My Spiritual Journey

Submitted by Gladys Moran

**Question:** In the *Sense of Responsibility in Society*, page 59, Torkom states that people do many obnoxious things just to be recognized and appreciated. Do you agree or disagree? Why?

**Answer:** This has been a wonderful lesson, full of new discoveries and realizations. I have chosen one case that I found special that illustrates the comments made by Torkom.

I agree with the statement a 100% and have an example of how the lack of recognition impacts people and how on the other hand, recognition of their talents helps to bring out the best in them.

Luz is the wife of one of my teachers at the Institute. She is a high school teacher who teaches biology at a public school in a poor area of Lima. In this school there are 3 sections per year — A, B and C. The students of the A and B sections are usually well behaved and have good grades. The ones in the C section, on the other hand, are students with very poor performance and with lots of behavior problems. Some of them have been expelled from the school due to their behavior. They come from very disturbed home environments. Luz teaches in the three sections.

She is also a very good dancer and loves to teach dances and choreographs dances for her students as an extra curricular activity. In July in all schools across the country, Teacher's Day is celebrated. Usually on this day, the students perform some kind of activity commemorating that important date.

The students of sections A and B asked Luz to teach them some national dances in order to perform them on that date. She organized them in groups and started teaching them some beautiful dances. Meanwhile, the students at group C, already

behaving badly, started to become even worse. She had tried on several occasions before to teach them dance, but was unsuccessful. But, this time, she talked to some of them to find out why they were behaving so badly even to the point of almost being expelled from the school. They told her then that they felt repelled by the school and especially by her since she didn't offer to teach them how to dance, as she was doing with the other sections.

Luz then congratulated them for wanting to dance and asked them to organize themselves in couples so she can teach them to dance. In a matter of days they organized themselves. Curiously, the leaders who were the most problematic ones were the first to be organized. They chose the dances they wanted to learn and performed them on that occasion. She did the best she could to teach them, coached them, and lovingly helped them to bring out the best in them. They were very committed.

They performed their dances so well that they were the best group. She learned quite a lot from their backgrounds and difficult circumstances at home. Most of them came from broken homes or ones where they completely lacked recognition or love.

Now she proudly told me that that class has significantly improved their behavior from a 100% of troublesome students to just 2% or 3% of them being in some kind of trouble during and after the classes. Now, the troublemakers are being "lectured" by their schoolmates in order to improve their behavior. The leaders are the great cooperators and the academic records and the self-esteem of the students have improved substantially. She still teaches them to dance.

Due to her commitment and loving understanding of the students, she is now an academic coordinator who works closely with the principal of this school in order to improve the quality of the teachings imparted to the children.

*Gladys Moran is a student at the Torkom Saraydarian University and leads a full moon group in Lima, Peru.*

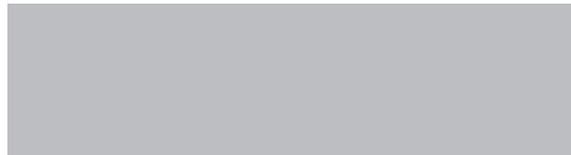
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## Calendar of Events January - February 2005

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### Cave Creek Schedule: TSG Foundation Center

- **Sunday, January 23rd, Sun in Aquarius.** Full Moon lecture and meditation with Gita Saraydarian. 10:00 am to 11:00 am.
- **Sunday, February 27th, Sun in Pisces.** Full Moon lecture and meditation with Gita Saraydarian. 10:00 am to 11:00 am.
- **TSU Classes: 3rd Quarter Will Begin In February.**

**Sedona Schedule: The Ageless Wisdom Group**  
Full Moon and lectures. For information call Damon Cati-  
zone: 928-282-3242. [ageless-wisdom-group@earthlink.net](mailto:ageless-wisdom-group@earthlink.net)

**United Kingdom Schedule: TSG (UK) Ltd.**  
Meditation Courses in Edinburgh, Scotland: Contact  
John Dumigan at 0131-228-9101. [jd@tsg-uk.org](mailto:jd@tsg-uk.org)

**Denmark Schedule: TSG (DK)**  
Meditation Courses in Aarhus and Holstebro ongoing: For schedule and for creating new groups in Denmark, contact Lasse Ljungholm at +45 30227316 or +45 86187316. [ljungholm@stofanet.dk](mailto:ljungholm@stofanet.dk) or Marianne Secher at [marianne@secher.info](mailto:marianne@secher.info)

**Peru Schedule: TSG (PE)**  
Meditation and Full Moon Courses in Lima ongoing: Contact Gladys Moran at [gmoran@terra.com.pe](mailto:gmoran@terra.com.pe)

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