

## **Book Review: By Alan Williams**

# **The Richest Man in Babylon**

BY GEORGE S. CLASON

*In 1926, Clason first issued the now famous series of pamphlets on thrift and financial success, using parables set in ancient Babylon to make each of his points. These "Babylonian Parables," now called the Richest Man in Babylon have become a modern inspirational success.*

To bring your ambitions and desires to fulfillment, you must be successful with money. Use the financial principles made clear in the pages that follow. Let them guide you away from stringencies of a lean purse to the fuller, happier life that a full purse makes possible.

A sure key to a fat purse, large bank balances and gratifying financial progress is found within George Clason's timeless classic *The Richest Man in Babylon*. Clason teaches in the book that money is plentiful for those who understand the simple rules of its acquisition.

1. Start thy purse to fattening.
2. Control thy expenditure
3. Make thy gold multiply
4. Guard thy treasures from loss
5. Make of thy dwelling a profitable investment
6. Insure a future income
7. Increase thy ability to earn

### **Foreword**

This book deals with the personal success of each of us. Success means accomplishments as the result of our own efforts and abilities. Proper preparation is the key to our success. *Our acts can be no wiser than our thoughts. Our thinking can be no wiser than our understanding.*

This book of cures for lean purses has been termed a guide to financial success, an insight that will aid in acquiring money, to keep money and to make surpluses earn even more. Babylon, the cradle in which was nurtured the basic principles of finance now recognized and used the world over, is where the book is set.

Babylon appreciated the value of money.

Babylon practiced sound financial principles in acquiring money, keeping money and making their money earn more money. They provided for themselves what we call desire...income for the future.

### **Important Points From the Book**

Money is the medium by which earthly success is measured.

Money is plentiful for those who understand the simple laws that govern its acquisition.

A fat purse quickly empties if there be no golden stream to refill it. The main character in the book, Arkad, has an income that constantly keeps his purse full, no matter how liberally he spends.

The reason people never find any measure of wealth is because they never seek it.

Arkad notes that “in my youth I looked about me and saw all the good things there were to bring happiness and contentment and I realized that wealth increased the potency of all these. If I was to achieve what I desired, time and study would be required.”

Learning is of two kinds: The one being the thing we learned and knew, and the other being the training that taught us *how* to find out what we did not know.

Arkad notes, “I found the road to wealth when I decided that part of all I earned was mine to keep. And so will you. Can you live in Babylon without spending?” He tells Dullard, a character in the book that wished to understand the things that Arkad had mastered, “Dullard, you labor for others. If you did keep for yourself one tenth of all you earn, how much would you have in ten year? Every gold piece you save is its child that also can earn for you. If you would become wealthy, then what you save must earn, and its children must earn. A part of all you earn is yours to keep. It should not be less than a tenth no matter how little you earn.”

Arkad notes, “You first learned to live upon less than you could earn. Next you learned to seek advice from those who were competent through their own experiences to give it. And lastly you have learned to make gold work for you. Opportunity is a haughty goddess who wastes no time with those who are unprepared.”

Willpower is but the unflinching purpose to carry a task you set for yourself to fulfillment.

Arkad notes: “I am careful not to start difficult and impractical tasks, because I love leisure.”

“A part of all I earn is mine to .’ Say it in the morning when you first arise. Say it at noon. Say it at night. Say it each hour of every day. Say it to yourself until the words stand out like letters of fire across the sky.”

Live otherwise according to your income and let not yourself get niggardly and afraid to spend.

**A PART OF ALL YOU EARN  
IS YOUR TO KEEP**

## **Seven Cures for a Lean Purse**

### *The First Cure: Start Thy Purse to Fattening*

For every ten coins thou placest within thy purse take out for use but nine. Thy purse will start to fatten at once and its increasing weight will feel good in thy hand and bring satisfaction to thy soul.

Which desirest thou the most? Is it the gratification of the desires of each day, a jewel, a bit of finery, better raiment, more food; things quickly gone and forgotten? Or is it substantial belongings, gold, lands, herds, merchandise, income-bringing investment? The coins thou takest from thy purse bring the first. The coins thou leavest within it will bring the later.

### *The Second Cure: Control Thy Expenditures*

That what each of us calls our necessary expense will always grow to equal our incomes unless we protect to the contrary.

Confuse not the necessary expense with thy desires.

All men are burned with more desires than they can gratify.

Study thoughtfully thy accustomed habit.

Let thy motto be one hundred per cent of appreciated value demanded for each coin spent.

Budget then thy necessary expense. Touch not the one-tenth that is fattening thy purse. Let this be thy great desire that is being fulfilled. Keep working with thy budget, keep adjusting it to help thee. Make it thy first assistant in defending thy fattening purse.

Like a bright light in a dark cave thy budget shows up the leaks from thy purse and enable thee to stop them and control thy expenditures for definite and gratifying purposes.

Budget thy expenses that thou mayest have coins to pay for thy necessities, to pay for thy enjoyment and to gratify thy worthwhile desires without spending more than nine-tenths of thy earnings.

### *The Third Cure: Make Thy Gold Multiply*

Gold in a purse is gratifying to own and satisfieth a miserly soul but earns nothing.

A man's wealth is not in the coins he carries in his purse; it is the income he buildeth, the golden stream that continually floweth into his purse and keepeth it always bulging.

“Behold from my humble earnings, I had begotten a hoard of golden slaves, each laboring and earning more gold. As they labored for me, so their children also labored and their children's children until great was the income from their combined efforts.”

Put each coins to laboring that it may reproduce its kind even as the flocks of the field and help bring to thee income, a stream of wealth that shall flow constantly into thy purse.

### *The Fourth Cure: Guard Thy Treasures From Loss*

Misfortune loves a shining mark.

The first sound principle of investments is security for thy principal.

The penalty of risk is probably loss.

Be not misled by thine own romantic desires to make wealth rapidly.

Before thou entrust it as an investment in any field, acquaint thyself with the dangers that

may beset it.

Guard thy treasures from loss by investing only where thy principal is save, where it may be reclaimed if desirable, and where thou will not fail to collect a fair rental. Consult with wise men. Secure the advice of those experienced in the profitable handling of gold. Let their wisdom protect thy treasures from unsafe investments.

*The Fifth Cure: Make of Thy Dwelling a Profitable Investment*

If a man setteth aside nine parts of his earnings upon which to live and enjoy life, and if any part of this nine parts he can turn into a profitable investment without detriment to his treasure, then so do.

Every man should own the roof that sheltereth him and his.

Own they own home.

*The Sixth Cure: Insure a Future Income*

Make preparation for a suitable income in the days to come, when he is no longer young, and to make preparations for his family should he be no longer with them to comfort and support them.

No man can afford not to insure a treasure for his old age and the protection of his family, no matter how prosperous his business and his investments may be.

*The Seventh Cure: Increase Thy Ability to Earn*

Preceding accomplishment must be desire. Thy desires must be strong and definite.

He must pay his debts with all the promptness within his power, not purchasing that for which he is unable to pay.

He must take care of his family that they may think and speak well of him.

He must make a will of record that, in case the gods call him, proper and honorable division of his property be accomplished.

He must have compassion upon those who are injured and smitten by misfortune and aid them within reasonable limits. He must do deeds of thoughtfulness to those dear to him.

Cultivate thin own powers, to study and become wiser, to become more skillful to so act as to respect thyself.

**The Five Laws of Gold**

***“Gold is reserved for those who know it laws and abide by them.”***

Gold cometh gladly and in increasing quantity to any man who will pt by not less than one-tenth of his earnings to create an estate for his future and that of his family.

Gold laboreth diligently and contentedly for the wise owner who finds for it profitable employment, multiplying even as the flocks of the field.

Gold clingeth to the protection of the cautious owner who invest it under the advice of men

wise in its handling.

Gold slippeth away from the man who invests it in businesses or purposes with which he is not familiar or which are not approved by those skilled in it keep.

Gold flees the man who would force it to impossible earnings or who followeth the alluring advice of tricksters and schemers or who trust it to his own inexperience and romantic desires in investment.

Men have much gold when they know the five laws of gold and abide thereby.

Wealth that comes quickly goeth the same way.

Wealth that stayeth to give enjoyment and satisfaction to its owner comes gradually, because it is a child born of knowledge and persistent purpose.

To earn wealth is but a slight burden upon the thoughtful man.

### **The Gold Lender of Babylon**

Shouldst know that to borrowing and lending there is more than the passing of gold from the hands of one to the hands of another.

If you desire to help thy friend, do so in a way that will not bring thy friend's burdens upon thyself.

The safest loans are to those whose possessions are of more value than the one they desire.

Humans in the throes of great emotions are not safe risks for the gold lender.

Gold is the merchandise of the lender of money. It is easy to lend. If it is lent unwisely, however, then it is difficult to get back. The wise lender wished not the risk of the undertaking but the guarantee of safe repayment.

Help must be given wisely, lest, like the farmer's ass, in our desire to help we but take upon ourselves the burden that belongs to another.

### **The Camel Trader of Babylon**

He who spends more than he earns is sowing the winds of needless self-indulgence from which he is sure to reap the whirlwind of trouble and humiliation.

Thy debts are thine enemies who have run thee out of Babylon.

Where the determination is, the way can be found.

### **The Clay Tablets From Babylon**

#### *Tablet No. I*

Be determined to follow an exact plan that will lead any honorable man out of debt into means and self respect.

First, plan for thy future; one-tenth of all you earn shall be yours to keep.

#### *Tablet No. II*

Support and clothe your good wife who hath returned with loyalty from the house of her father..

Live upon this portion and never use more nor buy what you cannot pay for out of this

portion.

Out of earnings, all debts must be paid.

Two-tenths of all earned shall be divided honorably and fairly among those who have trusted you and to whom you are indebted.

*Tablet No. III*

It is easier to pay one's debts than avoid them.

*Tablet No. IV*

One-tenth set aside to keep as your own; seven-tenths divide with your wife to pay for your living. Two-tenths divide among your creditors as evenly as can be done in coppers. Nevertheless you and your good wife stand by the plan even if it means buying no new raiment and eat nothing but herbs.

Great is the plan for it leadeth out of debt and giveth wealth which is your to keep.

*Tablet No. V*

"Many things occurred upon my final visit to my creditors that I shall long remember. Ahmar begged my forgiveness for his unkind words and said that I was one of all others he most desired for a friend. Old Alkahad is not so bad after all, for he said, 'Thou wert once a piece of soft clay to be pressed and moulded by any hand that touched thee, but now thou art a piece of bronze capable of holding an edge. If thou needest silver or gold at any time, come to me.'"

"Not is he the only one who holdeth me in high regard. Many others speak deferentially to me. This doth make a man have confidence in himself."

Yet is the plan that hath made thy success. It hath enabled you to pay all your debts and to jingle both gold and silver in thy purse. It is recommended to all who wish to get ahead. For truly if it will enable an ex-slave to pay his debts and have gold in his purse, will it not aid any man to find independence?

Work, well done, does good to the man who does it.

Decide what thou desirest to accomplish and then work will aid thee to achieve it!

"Work, thou see, by this, in the time of my greatest distress, didst prove to be my best friend."

"Many thing do I enjoy but nothing take the place of work."