

The **Road Map** to
Apartment Home
Leasing

BOOK PREVIEW

Using the
P.A.U.S.E.[®]
Wealth Building System:
Practical Application and Use of the
Scriptures Everyday

WAIT ON THE LORD!

Empowering You Spiritually and Abundantly with
The Promises of Father God

The Practical Application of the Holy Scriptures for Your
Daily Empowerment to Defeat the Enemy in Your Life

**“All the kings of the earth shall praise thee, O LORD, when
they hear the words of thy mouth.” Psalm 138:4**

Doing It God’s Way[®]

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APARTMENT HOME
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Using the **P.A.U.S.E.**®
Wealth Building System:

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Scriptures Everyday

Doing it God's Way®

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In Collaboration with
James Anthony Allen
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HOW TO USE THIS BOOK

Let me introduce you to Dr. A.C. Brown's P.A.U.S.E.: Practical Application and Use of Scriptures Everyday, Wealth Building System and how to use this book and the system.

Each book in the Wealth Building series is designed using stories, anecdotes, and biographical information summarizing Dr. AC Brown's life wherein he earned nearly one million dollars three times. Found within the pages of each chapter are the scriptures which he applied throughout his life and the situations to which he applied them. They are underlined within each chapter along with key wealth building tips.

There is a summary of key wealth building scriptures found at the end of each chapter. These "Wealth Building Scriptures" are located in front of the "Wealth Building Tips" also found at the end of each chapter. The "Wealth Building Scriptures" chapter summary, is entitled "My Daily Commitment." You read these scriptures aloud four times a day; good times are at meal time and at bedtime.

Most of the underlined key wealth building issues are summarized at the end of each chapter in "Wealth Building Tips." The "Wealth Building Tips" chapter summary, is entitled "My Daily Affirmations." These you do four times a day; at meal time and bedtime is okay.

Each chapter represents a week, i.e., chapter one equals week one. You will notice that the chapter summaries are noted as "Week One, Week Two, Week Three," so forth. There are

sixteen chapters in this book. This correlates to sixteen weeks. This is a sixteen-week program where success is guaranteed.

This book can be used in your personal home study, your weekly Bible study, or in any weekly or scheduled class which seeks to economically empower its participants. This is an individual or group-- daily, weekly, or sixteen-week program depending on how you want to use it. Use it to compliment your current delivery module.

In summary, Dr. A.C. Brown's P.A.U.S.E. Wealth Building System: Practical Application and Use of Scriptures Everyday is designed based on the life of Dr. AC Brown. He is a three-time millionaire who is imparting into you his secrets of success. This wealth building program has seven cornerstone "wealth building" scriptures and a plethora of "wealth building" tips and information which when applied is guaranteed to bring success. These are underlined throughout each chapter.

As you start your day, read each scripture, "My Daily Commitment" (Wealth Building Scripture) aloud four times during the course of a 24-hour period. There is at least one scripture and one tip for each day of the week.

Each chapter will have at least seven scriptures and tips, with bonus scriptures and tips found at the end of some chapters. Say aloud each "My Daily Affirmation" (Wealth Building Tips) tip four times a day during a 24-hour period.

Do this with each chapter's "Wealth Building Scriptures" and "Wealth Building Tips" for a period of sixteen weeks. You are guaranteed to become a more positive individual, have more friends, enjoy better success in business and in love. Try it!

INTRODUCTION

My name is Brother James Anthony Allen, Holy Ghost-filled with Tongues, Evangelist and Director of eBlessings.us, an international Internet inter-denominational ministry who has contributed with help from the Holy Spirit well over fifty percent (50%) to this effort by Dr. AC Brown. The LORD and His Holy Family has revealed to me what has been shared with AC over the years and is now in a form which is more palatable to the average person and can be easily understood.

Many of you may know AC from his real estate days when “white flight” was beginning and at its paramount in Atlanta, Georgia. Many people benefited from his “Joseph-like” sales techniques and others found him to be “distasteful” to say the least. According to AC, all his life he always had an interest in serving people and that is why the LORD blessed him with so much material gain. You can find people on both sides of this argument. What I can say is this—AC is an elderly man looking in the face of Eternity. This has a way of motivating a person to try to do that which is good in the sight of the LORD. The fear of the Lord is the beginning of knowledge and wisdom. J. Douglas Edwards says, “The only way to motivate a man is to scare the hell out of him.”

Before AC came to our home, the Holy Spirit said to me, “AC Brown is coming over.” I thought and asked my wife, “Who is AC Brown? Do you know him? Is he that old guy standing up praising God all the time at church?” Yes, that was him—AC Brown with the honorary doctorate from Apostle Dr. Coy Barker and his network. During my

life the Holy Spirit may have told me only three times that someone was coming—this was one of those times. I knew something special was going to happen with this visit—P.A.U.S.E. was revealed to me after four (4) years of working with AC; four tough years.

When AC first came to the door he said, “The LORD told me to come by here.” I said, “The Lord told me that you were coming.” He said, “The LORD said if you do not come to the front door go to the back door. If you and Allen have a falling out (and there were many—the Holy Spirit directed me to keep working with him) go to the back door and keep knocking.” AC also told me this. He said, “Allen, I have been a millionaire three times, each time the LORD told me to stick with a specific person and I would make millions.” He would continue, “Nathaniel,” he often calls me Nathaniel and sometimes Al, “Nathaniel,” he said, “this time the LORD told me to ‘Stick with Allen,’ and I am going to do just that. We are on our way to millions. Allen, money will be falling like snowflakes falling from the sky in the wintertime!”

Dr. AC Brown was at one time the richest man in Atlanta, Georgia or one of the richest. He owned, rented single-family homes and built and owned apartment home complexes. He gained fortunes and lost fortunes. If you ask him how he gained his fortunes he will say from his experiences over the years but specifically what the Holy Spirit told him to do every step of the way. If you ask him how he lost his fortunes, he will say it was from jealous peers, legal fees, and attempts to launch seminars around the nation to teach people the sales techniques which took him to the top of his field.

AC is in his eighties (80’s) and is imparting his sales techniques and how to allow the Holy Spirit to direct your every step in an attempt to help the homeless, bring the nation out of its economic slump, give families a way to “fish” instead of receiving handouts, give people an

opportunity to learn how to make a livelihood selling something (because we all are always selling something), and to make his fourth fortune before he goes on to be with our Heavenly Father.

This is what you must know about Dr. AC Brown. His family has a real estate company which is highly successful. According to AC, it is because they are using many of the principles he taught them outright or they learned surreptitiously or because of their own professionalism. They also had to sit under his playing sales audiotapes and motivational audiotapes day after day and year after year for over twenty (20) years. This technique is called repetition and is a power which Father God has made available for us all. It is only one of the many tools which AC has culled over the years—from his own experiences, from those of others, from pastors and the Bible, wherein he learned to apply biblical tools (scriptures) to his personal and business goals. Note that AC and his family goes to the top seminars around the nation—learning from the top people in the nation and around the world who teach anything and everything about selling and all there is to sell. AC is bringing to you what he has learned from these seminars, workshops and from visiting multiple churches during his forty-eight (48) year track record of selling and attempting to teach people to sell. He will tell you in a minute, “If you don’t try anything, you will surely fail. You gotta try something to see if it will work for you.”

AC says, “Everyone is selling something all the time. When they open their mouths they are selling something. They need to sell Father God and His Son Jesus; and they need to learn to sell something to feed themselves and their families.” So AC is selling you this book which is filled with ways for you to do just that—feed yourself and your family using God-given scriptures which are guaranteed to give you the financial success and security which you seek or should be seeking. Enjoy reading this book as Dr. AC Brown imparts his wisdom to you.

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Using the
P.A.U.S.E.®
(Practical Application and Use of the Scriptures Everyday)
Wealth Building System

Doing It God's Way®

Dr. AC Brown, BS, MM, DD

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Chapter 5

Vision

Using the

P.A.U.S.E.®

(Practical Application and Use of the Scriptures Everyday)

Wealth Building System

“And I say unto you, That if two of you shall agree on earth as touching any thing that they shall ask, it shall be done for them of my Father which is in heaven.” Matthew 18:19

Doing It God’s Way®

Chapter 5

Vision

A Home Builder

I wanted to be a home builder. All I had to do was open my mouth and look to Heaven and ask Father God to teach me how to be a homebuilder. The answer I received:

“Study how to be a homebuilder under your brother-in-law, Bruce Ruffin.”

At the time, there were many builders in Greensboro, North Carolina who were better or worst than Bruce Ruffin. Bruce was the man for the job. I arranged my schedule to stick with Bruce. Bruce was one of those people who God told me to stick with. And I did. Like I said, if you change God’s program, everything you touch will backfire. You can’t change it. Don’t even try.

Just take it one step at a time. And when success comes, it's going to come so fast -- just like snowflakes falling from the sky. I even surpassed Bruce Ruffin as a builder, but we never lost our friendship.

Do not
Deviate from
God's Plan for
Your Life

If God sends you to someone and you don't like what they're doing and you get angry, you're not going to be happy with the circumstances which may follow. When I got ready to go into the big time building business, all I had to do was open my mouth and ask God aloud.

"Send me someone to do all my financing." That's me talking to God.

In walks RJ Hancock after two years of waiting. This was not one of those "immediate" deals; this was a "wait" deal. Remember, "Wait on the Lord." RJ Hancock came in as though it was supposed to happen the way it did, but I had waited for two years. It happened right on schedule too.

You've got to be patient. You've got to do this thing (your project, your business, your goals, your aspirations) the way God wants it done -- not the way "me, myself, and I" wants it done. If I do it my way, God has done nothing. If I do it God's way, God has done everything, but my part. He tells us so clearly. *"I'll be on your right side. I'll go in front of you."*

“A thousand shall fall at thy side, and ten thousand at thy right hand; *but* it shall not come nigh thee.”

Psalm 91:7

Oh, He means it! Two years passed as I waited. You have got to want it so badly that you allow nothing to change your path; allow nothing to change the way Father God has told you to proceed.

During those two years, I attended a church home that was tailor-made for AC Brown. I sat there and listened to those sermons that were tailor-made for me. Suppose I had gone to another church that “old Charles” told me about instead of my tailor-made Church Home?

Do you think I could spread out a track record like this doing it my way? No, not if I disobeyed God. If I’ve got to do it this way, you’ve got to do it this way too. Remember, doing it this way, landed me a million dollars three times. It didn’t land in my lap, I had to go out there and work for it. And you do too!

Cigarette Factory

The way you go to the Promised Land is to follow Christ.

I was working at a cigarette factory from 11:00 pm to 7 am in the morning inhaling tobacco dust in Greensboro, North Carolina. While I inhaled tobacco dust, I imagined building houses; single family homes at first, then sub-divisions,

apartments and more. I could see homes being built by AC Brown. I imagined homes being built by AC Brown. I could see subdivisions being developed by AC Brown. I imagined subdivisions being developed by AC Brown.

God had told me to “stick with Bruce.” And God told me “to ride with him in his truck and talk building houses all day long.”

This is the interesting part, God told me to go home after the cigarette factory job, get two hours of rest then ride with Bruce. Mind you He didn't say sleep, but “rest.” Rest: not look at television, not even pick up the newspaper; “quiet time”. I was obedient to what God told me to do. I rode with Bruce for days, and weeks then months. We talked building houses and God and His Son Jesus all day long. I learned a lot. I believe Bruce did too.

The newly formed Brown Construction Company was across the street from A &T College. It meant a lot to me to have an office across the street from where I graduated from college. Bruce's office was across town. One day just out of the blue, in walks RJ Hancock. RJ had been talking with Bruce about building and financing. He also talked to Bruce concerning money. RJ came by to check me out. He wanted to make sure that I was a man that he could trust to pay him back if he loaned me money.

The Bible says without vision man will perish. RJ Hancock needed what Bruce Ruffin and I had; our “know-how,” our building “know-how.” Bruce Ruffin and I needed what RJ Hancock had; m-o-n-e-y. I got financing on just a handshake; no credit report nor Dun and Bradstreet rating. We didn’t have to put anything up as collateral. RJ had what we wanted and we had what RJ wanted. That is why it was so easy.

If you have the “know-how” life can be easier. There are many people in your life who have what you need. There are also other people in your life who need what you have. Study to prepare for life. Study to prepare to sell your Heavenly Father and yourself. *“Study to show yourself approved.”*

This is the way God does it. Doesn’t He say, *“I will bring you into a wealthy place?”*

Oh, He means it. When RJ Hancock started loaning us millions of dollars, he immediately set up an appointment to meet with Bruce Ruffin and I every Friday afternoon at 3:00 o’clock. He would ask us many questions. He was in the lumber business, but he never asked questions relating to the lumber business -- never! Not one question ever about the lumber business. Bruce and I were too close to the forest to see the trees, but RJ would soon show them to us as lumber.

It’s right in the Bible. *“Ask and it shall be given you. Seek and ye shall find. Knock and it shall be opened unto you. For every one that asketh, receiveth. He that seeketh, findeth. And*

to him that knocketh, it shall be opened.” RJ was asking a ton of questions about building—not about lumber mind you—but about building houses.

“Bruce,” he would ask, “what do you think about *this* concerning the building business?”

“Brown,” he would ask me, “what do you thing about *that* concerning the building business?”

Several months slipped by—nine months in fact. Every Friday, right on time, RJ showed up with a check and with an ear for listening. He listened to us talking about building houses. Bruce and I talked our heads off. We loved to see RJ coming even though we knew we were paying a high interest rate on Mr. Hancock’s money. Bruce Ruffin knew he was paying a high interest rate too. But we had to get started somehow. And you’ve got to get started also.

What we didn’t know was the high interest rate was a smoke screen for what RJ was really doing; what he was doing to us and what we were doing to ourselves.

Use good insight
and proper
planning to secure
your future.

One day I was at the bank closing one of RJ Hancock’s transactions. RJ Hancock never did go to the bank. Big time operators do not have to go to the bank. They pick up their

telephones and tell the banker what to do.

We closed different transactions for approximately nine months. Life was good. Life was great! One Friday afternoon

at 3:00 o'clock, RJ Hancock came in real excited. When this was going on—when RJ Hancock was coming by every Friday afternoon—he would ask many questions like this.

“Brown, Bruce, where do you find these good building contractors? How do you pay them so they will work?”

Work on
God's Plan for
Your Life

Bruce Ruffin and I would sit there talking our heads off—singing our heads off like to freed canaries. Remember this, money will loosen lips. We loved to see RJ Hancock come. He brought the money which loosened our lips, and we loved him for it.

Like I said, this one Friday RJ Hancock invited us to go with him to Chapel Hill. He was dressed to the “T.” He was all excited as we entered this subdivision in Chapel Hill, North Carolina. We saw hundreds of houses under construction – signs swinging everywhere – “RJ Hancock Construction Company.”

My brother-in-law got really angry with RJ Hancock. He was in the back seat of the car steaming mad. Bruce couldn't see it like I could see it. This is what Bruce said to me.

“Mr. Hancock has stolen all of our ideas.”

Like I said, if God sends someone to see you like RJ Hancock and you get angry because of something you do not like, you're

not going to be happy with the outcome. God had sent RJ Hancock to get me started in my goal; my dream of building houses. RJ had done just that: gotten me started. I went on to win the prestigious North Carolina Home Builders Association

Learn to
Encourage
Yourself

“Parade of Homes” Home of the Year located today in Greensboro, North Carolina.

Don't make God's people angry. If you do you're not going to be happy with the outcome. I got what I wanted – a start in the building business. And Bruce Ruffin had more money to spend than he knew what to do with.

Several months slipped by after Bruce Ruffin said to Mr. Hancock, “You have stolen all our ideas.”

Bruce was not laughing and God saw that. Several more months slipped by -- Bruce was murdered.

Forgiveness in any and all of life's situations is extremely important. Learn to forgive. If you cannot forget, at least learn to forgive. Bruce Ruffin was considered by many to be “the professional” to teach you how to build. Oh, Bruce Ruffin could build some homes and he did.

This particular morning in comes a new situation. This morning the banker called me up. This is what he said.

“Mr. Brown, if you can show me \$10,000 in your checking account, you will not need RJ Hancock's services anymore.”

That wasn't the banker—it was God using him. That was not the banker talking that morning, it was God. The gear shifted that morning. I made one more trip to RJ Hancock's office and borrowed the \$10,000. I bid him farewell on that day.

I am saying something which I know: If you want to make it in this land, you have to do something. If you do nothing, you will accomplish the same: N-O-T-H-I-N-G, nothing. Before we can accomplish anything for God, we have to have the guts and the nerve to move in His direction for you. You have to “prime the pump” with something to get something. You have to “prime the pump” for someone to help. That someone may be you, your job, your career, your life.

From that day to this day, I haven't had to use the services of RJ Hancock anymore. If I can do it this way, you can too!

A New Situation

Let me introduce you to my contractor Johnny Langston. If you do not understand anything I have said, please understand this one thing. This Caucasian brother Johnny Langston built thousands of homes for me. He developed subdivisions. We built the Brown Construction Company office building directly across the street, in front of A & T College which is a university now.

I used to drive up to the Brown Construction Company every morning and I would look over at A & T College and wave at my

“C” and “D” transcript -- making millions! If I can do it this way, you can too!

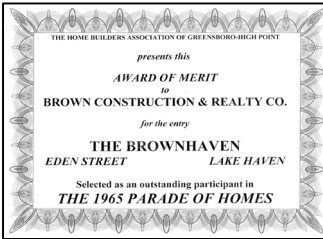
I had to encourage myself. When no one out there encourages you, know this: you must depend on God and yourself for encouragement. You’ve got to encourage yourself, when no one else will.

One morning I was in my *Pathway to Success*®.

God said, “Join the Home Builders Association there in Greensboro, North Carolina.”

I joined the North Carolina Home Builders Association. I was the only African-American in the organization. Now, I was

competing with all the other contractors in Greensboro in my home building price range for business opportunities. Then I entered the “Parade of Homes” contest in North Carolina where



hundreds of Caucasian brothers were competing for top honors. Some of those Caucasian brothers were building thousands of homes on a yearly basis. But remember this always, through God, all things are possible for him that believes.

In the year of 1965, Brown Construction Company and Real Estate Company won the “Parade of Homes.” Thousands of people from all over the entire state of North Carolina toured the home which the Brown Construction Company built. And

guess who drew the plans? My wife, Gladys Lee Ruffin Brown. In fact, Gladys Ruffin Brown drew all the plans that the Brown Construction and Real Estate Company built -- and drew plot plans for the subdivision. Now, I don't know what the girl who God said to leave behind back there in high school could have done, but that's none of my business, that's God's business.

Like I said, Johnny, this Caucasian brother built thousands of homes for me. He was running four crews. But Johnny Langston and I had to come together in love and truth, seven days a week. That's the way you get "big time," by coming together. This is what took place.

I was at my peak as a builder. One of my competitors filed a complaint against me. And this was the complaint: "You are building out of your price range." My license only covered me to build homes up to \$80,000 in value. This doctor persuaded me to build this home that cost \$300,000. I had got the home halfway finished. Here comes the state department from Raleigh, North Carolina putting a big condemned sign on the home: "Cease All Construction."

We Have to Follow
God's Instruction to
the Letter

AC Brown who didn't do anything in math at A & T College now has a challenge. Now he's got to go to Raleigh, North Carolina and take a math test of 125 math problems – nothing but estimating lumber materials.

God kept talking. He said, “Carry Johnny with you. One of you can pass this test.”

God kept on talking that morning.

“You and Johnny,” He said, “the Caucasian brother are to study at night when you get off work. Study in love and in truth, seven days a week. You’ve got two weeks to get ready. Do it.”

Remember this always. You have got to follow God’s instructions to the letter. For 48 years I have done it this way. If you don’t do it this way, you’ll never get the real promises of God. Never leave anything out or you will never get the real promises of God and you will live a short life. You’ve got to obey God. What you leave out may be important to God. This is His world and we are only passing through it.

I learned more about Johnny Langston in those two weeks than I had known for a period of twelve years. We studied at his home. Johnny would put on a pot of coffee and we would sit there until 1 or 2 am in the morning. We hugged one another and we prayed together.

Oh, I knew we had the exam in the bag because Johnny Langston could figure building materials so close he could put the leftovers in the trunk of his automobile. But I didn’t know about AC Brown. That Monday morning we headed to Raleigh, North Carolina. When Johnny started taking his examination,

he received a telephone call from home. His wife had passed.

Work
Together in Unity
Pray for
One Another

You know God knew this was going to happen.

Well, I had to do it—I had to pass this test. All I had to do was open my mouth to God and ask Him right there in the classroom. I looked up at the ceiling and said to God.

“I did it exactly the way you said do it.”

I didn’t hear from God. I sat there waiting. God didn’t say a word. I waited some more. I sat there and waited, then the answers started coming to me like snowflakes from the sky. The answers, the procedures, how to work those math problems, came as fast as I could write. This was all I needed to pass this exam. If you do it the way God lays it out, you won’t have to have an answer. It’s coming.

“You shall not add unto the word which I command you, neither shall ye diminish *ought* from it, that ye may keep the commandments of the LORD your God which I command you.”

Deuteronomy 4:2

Suppose I had not teamed up with Johnny in love and truth seven days a week? Suppose I did not follow God’s instructions? Suppose I was one of those people who do not believe people hear from God? We want things to take place, but often we do not follow what God wants us to do.

When I finished taking that examination, the instructor said, “Mr. Brown, since you’re here, let me grade your paper.”

Why not? I did it exactly the way God -- who owns it all -- said to do it.

The instructor finished grading my paper and he said, “Mr. Brown, why haven’t you been here before?”

“I didn’t need to come before,” I replied, “I came when I had to come.” That is the way I have been doing it.

He said, “You can figure building materials so close, you can put the leftovers in the trunk of an automobile.”

Understand These Principles

I want you to think here for a moment. I want you to do some serious thinking here. Just think about this one thing. In about every home across this land, there are one, two, or there could be three slow learners. They can’t get it together. When they understand these principles I teach you, their lives are going to take on a new meaning. You’ll make more money with these concepts I’m teaching than you’ll know what to do with; you and everyone in your household.

But you can’t deviate from the plan. You’re going to have to do it the way I teach you. In my books and cassettes and CDs, I

teach you how to use these principles of success, Doing It God's way®.

When I was building houses in Greensboro, North Carolina, I got tired of building houses. I opened my mouth and I asked God to teach me how to be a real estate salesperson. I left Greensboro, North Carolina. I arrived in Atlanta, Georgia; I thought I was there to build houses. I even organized the Medallion Construction Company. I could not get anyone to talk to me about the Medallion Construction Company or building houses.

Oh, you've got to mean business when you open your mouth to God. If you don't mean business and don't get ready for the assignment, you're going to be delayed in achieving your goals. I walked around Atlanta, Georgia for months like I was a dead man. One night I asked God what was wrong.

He said, "I thought you said you wanted to be a real estate salesperson."

I didn't have to ask anything else of God that night. I knew the deal. He brought to my remembrance that which I had asked Him before arriving in Atlanta.

I got my real estate license real quick. My first commission was \$100. That doesn't sound like that's God's program, does it? I had to go back to the drawing board and ask God again.

“Why? Why wasn’t my Caucasian brother, Frank Ward and I making any money.”

Frank Ward and his wife, Patsy were doing all of my finances. They were not making any money and nor was I.

I was more concerned for Frank and Patsy, than for myself. That is the way to get God’s attention. I didn’t know this at the time, but my experience has shown me over the years that this is true. You see how I asked God. I asked Him being genuinely more concerned for the Ward family – I believe this got God’s attention.

I got an answer immediately, because I said, “The Caucasian brother and I are not making any money.” The answer came back immediately due to my genuine concern for my fellow human being. It goes back to Sam Brown saying, “The way to get God’s attention is to be more concerned about others than for yourself.” In the words of Jesus, “Love one another as you love yourself.”

God said, “One of you have got to be willing and not afraid to come together in love and truth seven days a week. If you don’t do it, you’re not going to make any money.”

God was not just talking to AC Brown, He was talking to all of us. There are two situations here -- Johnny Langston, the contractor was Caucasian and Frank Ward, the mortgage officer was also Caucasian--coming together with AC Brown,

the African American. What God was saying is that we all have to come together in unity so we can all make money together.

Look what happened when the sports world came together. They have not been together all the time. You know the sports world used to look differently than it does today.

Jackie Robinson was peeping through the fence saying, “Let me play professional baseball.”

Look what happened when Jackie got out there and started stealing those bases. Look out there today.

God is sending me with a message to every man, every woman, every boy, and every girl. We’ve got to come together whether we want to do it or not. You know how God told me how He is going to solve this race problem? The ministers of churches and the owners of businesses are going to have to come together in love and truth whether they want to or not.

We are going to have to come together in love and truth seven days a week. I mean it. When I hear that voice, I don’t sit there and wonder who it is, I go into action. If you don’t do it that way, you’ll wonder who received the real promises of God because you will know that you did not.

God Owns Everything

God owns everything. Every day we're going through a training program which is preparing us for the next level. I immediately invited Frank and Patsy Ward to dinner that night. The appointment was for seven o'clock and they had not arrived. My wife and I sat there. We waited thirty minutes. We ordered our meal.

We had just about finished eating when I saw them coming in, walking real fast. I stood up. When you take action and take that first step, God's going to put the words in your mouth. I didn't know what I was going to say when I stood up, but I stood up.

"Frank," I said, "you and Patsy have hung out with us so much you have stolen our bad habit of being late."

From that day, for a period of twenty some years, money dropped like snowflakes falling from the sky.

We started going out together on weekends. We even joined the Skylark Club in Atlanta, and we flew all over America on the weekends. We didn't just party or "blue goose" on these trips -- no! We studied financing together in love and truth on the weekends during those trips; and we would be ready to go back to work when we got back to the office. You will be surprised at what happens when you come together in love and truth with the people with whom you work. You will be surprised at what

happens – what God will do when you work together in love and truth with your fellow human beings.

If Frank Ward got a rejection on one of my real estate cases, I was Frank’s backup. We would sit down just like two medical doctors discussing a patient’s case together. We never lost a single real estate transaction. If I _____
can do it this way, you can too!
Come together!

Come
Together in
Love and Truth

What’s the big deal? You’ve tried everything else, why not come together? Is there a forgiveness issue here that needs to be addressed? The promises of God will start dropping just like snowflakes falling from the sky. But always remember what God said to AC Brown.

“What one of you is going to have to do is, not be afraid. If you’re not afraid, I’ll show you something.”

So don’t you be afraid to do what I am imparting into you concerning building your wealth; both your spiritual wealth and your personal wealth. Oh, you’ll make more money with this program that I am bringing you than you’ll know what to do with. Try it – it works.



Listen, when I first came to Atlanta, Georgia my first commission was only \$100. Because of his concern, my real estate broker, Lonnie Fuller on Hunter Street, called my wife and I into his office.

Lonnie said, “Mr. Brown, you need to let your wife sell real estate.” “You’ve got two sons you’ve got to take care of.” He continued, “Y’all going to starve.”

This was during the time of “white flight” in Atlanta neighborhoods. He said that we should co-op with Stovall; meaning Stovall and I would be splitting the commission.

“Please,” he went on, “do not go to Cascade Heights and try to list properties. They’ll lynch you over there. We just had a barricade here.”

God was talking to me at the same time the broker was talking. I excused myself to go to the water fountain. I didn’t need a drink of water but was really getting to a more quiet location so I could hear what God was saying.

God said, “Brown, when you move in the Cascade area, don’t put up a sign until you get the whole street.”

Oh, I do it exactly the way God says to do it. I don’t deviate. If you don’t go along with what God tells you to do, life may not turn out the way you expect it to be. This is your day. Live life doing it God’s way. Get involved, join life. Make a God decision. Stop being a passive observer in life and be an active participant. Do it the way I teach you and success will be yours.

When I went up with that whole street of signs I didn't hear the name Stovall mentioned again; Lonnie sat back and counted the commission checks.

If I can do it this way, you can too! But you've got to come together in love and truth seven days a week just like I had to do it with Johnny Langston and Frank Ward. I had to look at Frank Ward as my brother. I had to look at Patsy Ward as my sister. That's the way God wants us to do it.

I remember one night we were flying into Atlanta from Las Vegas. We were having much fun in that plane. A Caucasian brother looked back and asked Frank, "Are you people related to one another?" Frank looked at me and pointed, "That's my brother!"



.:PAUSE:. Wealth Building Scriptures

Week 5 — My Daily Commitment

1. “Ask, and it shall be given you; seek, and ye shall find; knock, and it shall be opened to you.” Matthew 7:7; Luke 11:9.
2. “Wait on the LORD: be of good courage, and he shall strengthen thine heart: wait, I say on the LORD.” Psalm 27:14; “Wait on the LORD, and keep his way, and he shall exalt thee to inherit the land: when the wicked are cut off, thou shalt see *it*.” Psalm 37:34.
3. “For ye know the grace of our Lord Jesus Christ, that, though he was rich, yet for your sakes he became poor, that ye through his poverty might be rich.” 2 Corinthians 8:9; Matthew 16:24.
4. “And I say unto you, That if two of you shall agree on earth as touching any thing that they shall ask, it shall be done for them of my Father which is in heaven.” Matthew 18:19.
5. “Greater love hath no man than this, that a man lay down his life for his friends.” John 15:13.
6. “Ask, and it shall be given you; seek, and ye shall find; knock, and it shall be opened to you.” Matthew 7:7; Luke 11:9.
7. “My mouth shall speak of wisdom; and the meditation of my heart *shall be* understanding.” Psalm 49:3; “The fear of the LORD is the beginning of wisdom: a good understanding have all they that do *his commandments*: his praise endureth for ever. Psalm 111:10 ; “Counsel *is* mine, and sound wisdom: I *am* understanding; I have strength.” Proverb 8:14.
8. “Cease from anger, and forsake wrath: fret not thyself in any wise to do evil.” Psalm 37:8; “A wrathful man

- stirreth up strife: but *he that is slow to anger appeaseth strife.*” Proverb 15:18. (Bonus)
9. “Go to the ant, thou slugard; consider her ways, and be wise:” Proverb 6:6; “The thoughts of the diligent *tend* only to plenteousness; but of every one *that is hasty* only to want.” Proverb 21:5; Proverb 12:24; 13:4. (Bonus)
10. “Behold, the LORD thy God hath set the land before thee: go up *and* possess *it*, as the LORD God of thy fathers hath said unto thee; fear not, neither be discouraged.” Deuteronomy 1:21; “And Jesus looking upon them saith, With men it is impossible, but not with God: for with God all things are possible.” Mark 10:27; Matthew 19:25; Luke 18:27. (Bonus)
11. “And now, Israel, what doth the LORD thy God require of thee, but to fear the LORD thy God, to walk in all his ways, and to love him, and to serve the LORD thy God with all thy heart and with all thy soul, to keep the commandments of the LORD, and his statutes, which I command thee this day for thy good?” Deuteronomy 10:12-13; “And he said to *them* all, If any *man* will come after me, let him deny himself, and take up his cross daily, and follow me.” Luke 9:23. (Bonus)
12. “And I say unto you, That if two of you shall agree on earth as touching any thing that they shall ask, it shall be done for them of my Father which is in heaven.” Matthew 18:19. (Bonus)
13. “And he said unto them, Go ye into all the world, and preach the gospel to every creature.” Mark 16:15; “the gospel of the kingdom...” Matthew 4:23; 9:35; 24:14; Mark 1:14. (Bonus)

(See Matching PAUSE Wealth Building Tips)

.:PAUSE:. Wealth Building Tips Week 5 – My Daily Affirmation

1. I will look to heaven and ask Father God.
2. I will realize that this may not be one of those “immediate” deals; this may be a “wait” deal. I will be patient.
3. I will go to the Promised Land by following Christ.
4. I will imagine my goals. I will imagine my dreams.
5. I will find people in my life who have what I need. I will find people in my life who need what I have.
6. I will ask and expect it shall be given to me as my actions work towards my goals.
7. I will use good insight and proper planning to secure my future.
8. I will not make people angry. (Bonus)
9. If I do nothing, I will accomplish the same: nothing. I will be a productive contributor to society. (Bonus)
10. I will depend on God and myself for encouragement. I will encourage myself, when no one else will. I believe all things are possible for him that believes. (Bonus)
11. I will follow God’s instructions to the letter. I will never leave anything out. I will obey God. (Bonus)
12. I will come together with others in Love and Truth.
(Bonus)
13. I will make God decisions. I will stop being a passive observer in life and be an active participant. (Bonus)

(See Matching Wealth Building Scriptures)

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