

From the Desk of Mark Blane



This month, I am reviewing one of Napoleon Hill's lesser-known books called *Outwitting the Devil*. I have read and enjoyed several of his other books, including *Think and Grow Rich*, *Laws of Success*, *Success Habits*, and *You Can Work Your Own Miracles*, but I think *Outwitting the Devil* may be his best one—and it comes with an interesting back story.

The Backstory

Napoleon Hill wrote *Outwitting the Devil* back in 1938, near the end of the Great Depression. In the book, he fictionalized himself having an interview with “the devil.” Although Hill was metamorphically representing “the devil” as negative thinking, his wife, Annie Lou, and others thought the title and the contents were too controversial to be published. So what did Hill do? He shelved the manuscript.

After Hill's death in 1970, the manuscript went to Annie Lou. She passed away in 1984, and it was passed down to a nephew. Finally, it landed on the desk of Don Green, the president of The Napoleon Hill Foundation. Green read it and was thoroughly impressed with it. The foundation subsequently teamed up with Sharon Lechter, the co-author of *Rich Dad, Poor Dad*, and *Outwitting the Devil* was officially published in 2011!

Why I Recommend This Book

I really liked *Outwitting the Devil* because it was so creatively done. Hill uses an interview with “the devil” to explain that 98% of the population falls into unfocused thinking—he calls it drifting—and that is how “the devil” controls them. Hill and “the devil” banter back and forth as they talk about the devil's desire to obtain control of the remaining 2%. The question/answer format makes it easy to follow, and in the end, the reader learns that fear and negative thinking are what really control

us—and prevent us from living up to our potential.

[Watch my book review](#) to learn more about this great book. Who knows? Maybe it will inspire you to pick a copy and read it for yourself. And remember, besides being an avid reader, I am also a personal injury lawyer in San Diego. If you've been hurt because someone else wasn't being careful enough, be sure to get in touch with me. Even if you just have some questions, you can always reach me at **619.813.7955**.

Have a great day, and stay strong!

—Mark

P.S. Be sure to scroll to the bottom of this newsletter for my monthly smoothie recipe—it's healthy and delicious!

[Watch My Book Review](#)

Success Story

Insurance Company Tries to Blame the Victim for Her Dog Bite Injuries

My client, a neonatal physician, was walking her dog when a neighbor's dog charged them. A scuffle ensued, and my client sustained injuries to the top of her foot, right leg, right hip, and stomach. She also fractured one of the fingers on her left hand and underwent two surgeries to repair that injury.

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Feature Article

10 Mistakes That Can Hurt Your Pedestrian Accident Claim



It's overwhelming to suffer injuries in a pedestrian accident and then try to file a claim for compensation. The process can get complicated if your condition is severe and the value of your claim is higher. There might also be pushback from the insurance company for the at-fault driver, forcing you to delve into piles of paperwork and evidence to prove what happened while you're trying to recover. The last thing you want to do is make mistakes that weaken your case.

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Attorney Mark C. Blane has written and published several legal help books for injured folks in California, and they're available to you for **FREE!**

These books are a great source of valuable legal information. They offer insider information on what you need to know before calling a lawyer as well as insights the insurance companies would rather keep to themselves!!!

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Smoothie of the Month



Dairy-Free Peanut Butter and Banana Smoothie

This is a quick dairy-free smoothie. It is great as breakfast on-the-go or as a cool afternoon snack. [Recipe courtesy of Allrecipes.](#)

Ingredients:

- 1 cup vanilla-flavored cultured coconut milk
- 1 banana, sliced
- 2 tablespoons peanut butter
- 1 ½ tablespoons honey
- ¼ cup ice, or as desired

Instructions:

- Blend coconut milk, banana, peanut butter, and honey in a blender until smooth, about 1 minute.
- Add ice and blend again until the ice is crushed, 2 to 3 minutes.

Enjoy!

What Clients Have to Say About Working With Us

"As we were on the 5 North Freeway, we saw that traffic was being stopped by a police officer, the lady behind us did not see that the traffic had stopped and she ran into us at her full speed, rear-ending us, and also causing some major injuries to the car and to us. The damage was severe...all of the back was pushed in and eventually the car was a total loss. I immediately felt back pain and neck pain. Our friend recommended Mark's services, and we immediately called him. He made the communication between my friend and I very comfortable...very easy. He used terms that we understood. Mark took care of everything for us – he made all the calls, he contacted the insurance, which was a relief for us because we were still recuperating from the physical damages that we suffered. I definitely would recommend Mark. He is a very professional attorney, he knows what he is doing, he makes you feel confident and comfortable, and he takes care of your case."

- Isaura Islas

