

On Criticism

The difference between the pessimist and the cynic is that the pessimist carries on the losing battle against life in his own soul, while the cynic tries to wage the battle in someone else's soul.

-Bishop Fulton J. Sheen

“He who slings mud generally loses ground.”

Adlai Stevenson (1900-1965)

“When a man points a finger at someone else, he should remember that four of his fingers are pointing at himself.”

Louis Nizer (1902-)

“It is much easier to be critical than to be correct.”

Benjamin Disraeli
(1804-1881)
Speech, January 24, 1860

Reforming Power Of Criticisms

When Anaximander was told that even little boys were laughing at his singing. "Ah!" he said, "then I must learn to sing better." Plato, being told that he had many enemies who slander him, said, "It is no matter; I shall live so that none will believe them." Epictetus said, "If any one speaks ill of thee, consider whether he hath truth on his side, and, if so, reform thyself, that his censures may not affect thee."

- No conflict is so severe as his who labors to subdue himself. —Thomas A Kempis
- Be severe with yourself but gentle with others. —Sunshine Magazine

● Be not disturbed at being misunderstood; be disturbed rather at not being understanding. —Chinese Proverb

● "I want to be willing to make enemies because of my position but not because of my disposition." —Jack Hyles

● Criticism may not be agreeable, but it is necessary. It fulfills the same function as pain in the human body: it calls attention to an unhealthy state of things.

—Reader's Digest

say that when criticism comes we ought to see whether there is any truth in it, and learn from that truth, and not let our thoughts be distracted by the fact that the criticism may not have been given in the right spirit.

In the face of criticism, by word or by letter, it is well to (1) Commit the matter instantly to God, asking Him to remove all resentment or counter-criticism on our part, and teach us needed lessons;

(2) "Consider him that endured such contradictions of sinners against himself, lest ye be wearied and faint in your minds," remembering that we ourselves are very great sinners, and that the one who has criticized us does not really know the worst; (3) Take account of the personal bias of the speaker or writer; (4) Remember that "a soft answer turneth away wrath: but grievous words stir up anger" (Prov. 15:1);

(5) If the criticism is true, and we have made a mistake or committed a sin, let us humbly and frankly confess our sin to Him, and to anyone whom we may have injured; (6) Learn afresh that we are fallible, and that we need His grace and wisdom moment by moment to keep up in the straight path; (7) Then, and not until then, "forgetting those things which are behind, and reaching forth unto those things which are before . . . press toward the mark for the prize of the high calling of God in Christ Jesus."

I can live for two months on a good compliment.
Mark Twain

On Criticism

Who Edited "Old Bearskin"?

When the great Knute Rockne was coaching at Notre Dame there began to appear in the school paper a column signed "Old Bearskin." It was the meanest, nastiest, most insulting football column ever written. It would berate the team as a whole and then go after individual players. The writer seemed to have inside dope, for he knew the lazy players, the ones who kept scrapbooks and read their own clippings, the training breakers, and the ladies' men. There wasn't a player on the team who wouldn't have liked to ring his neck.

When a player would come to practice

boiling mad over some comment about him. Rockne would sympathize and say that no person should write such things, and he would be mad too. He would tell the boys to get out there and show "Old Bearskin" that it wasn't true. Only upon the tragic death of Rockne did the real identity of "Old Bearskin" become known. The coach's column was invaluable for those who had had too much publicity.

●The pleasure of criticizing robs us of the better pleasure of unconscious delight.

●Don't find fault with what you don't understand. — French Proverb

●They have a Right to censure who have a Heart to help. William Penn

●A boy loves his dog because it is the only thing around the house that doesn't find fault with him.

●Ever notice how often a narrow mind and a wide mouth go together?

●Any jackass can kick down a barn, but it takes a good carpenter to build one.

We should find fault with no one. People are looking for a more abundant expression of life, not for depression and fault-finding.

●When you make your mark in the world, watch out for guys with erasers.

— *The Wall Street Journal*

●"If a dog barks at a hill, will the hill crumble?"

— Malay Proverbs

●If criticism had any real power to harm, the skunk would be extinct by now.

— Fred Allen

●The moon could not go on shining if it paid any attention to the little dogs that bark at it.

When Criticized In Newspaper . . .

An indignant Bostonian rushed into the office of Edward Everett Hale, excited and angered over some criticism that had appeared in a newspaper. Mr. Hale said to him, "Now calm yourself, not half the people in this city take that paper, not half of those who take it read it, not half of those who read it saw that particular item, no half of those who read the statement believed it, and not half of those who believed it are of any consequence."

Get started on something you've been postponing. Start using your mind creatively in what were previously boring circumstances, when someone begins to criticize you, ask this question, "Do you think I need a critic now?"

“The critic is no gentleman, and the gentleman is no critic.”

George Jean Nathan
(1882-1958)
Quoted in *Time*, May 11, 1970

“Cynics are only happy to make the world as barren to others as they have made it for themselves.”

George Meredith
(1828-1909)
The Ordeal of Richard Feverel

On Criticism

Often the difference between a successful marriage and a mediocre one consists of leaving about three or four things a day unsaid. Tact is the unsaid part of what you think. In any controversy the instant we feel anger we have already ceased striving for truth, and have begun striving for ourselves. It is better to keep your mouth shut and thought a fool than it is to open it and prove it. The best victory is to conquer self. Dignity is the capacity to hold back on the tongue what never should have been in the mind in the first place.

Tact is the ability to close your mouth before someone else wants to. Fault finders never improve the world, they only make it seem worse than it really is.

Take note of real champions, those who have sustained a high level of excellence over a period of time. Do they sit around poking serious criticism at others? The real doers of the world have no time for criticizing others. They're too busy doing. They work. They help others who are not as talented rather than serve as their critics.

“A critic is someone who knows the way but can't drive the car.”

Kenneth Tynan (1927-1980)

Better He Than They

The poet, Tasso, upon receiving reports from friends that certain enemy was spreading gossip about him, observed:

“I am not disturbed. How much better it is that he speak ill of me to all the world than that all the world should speak ill of

I Do The Best I Know

Abraham Lincoln once said, “If I tried to read, much less answer, all the criticisms made of me, and all the attacks leveled against me, this office would have to be closed for all other business. I do the best I know how, the very best I can. And I mean to keep on doing this, down to the very end. If the end brings me out all wrong, ten angels swearing I had been right would make no difference. If the end brings me out all right, then what is said against me now will not amount to anything.”

'Success is what I can do for other people, instead of how much I can earn.'

Aim for Success, Not Perfection

Failure is never fatal and success is never final.

**Failure is the path
of least persistence**

**ELY'S KEY
TO SUCCESS:**

Create a need, and fill it.

From success you get a lot of things, but not that great inside thing that love brings you.

— Sam Goldwyn

**Luck plays its part,
but very little
is left to chance.**

If at first you don't succeed, you'll get a lot of advice.

"Our greatest danger in life is in permitting the urgent things to crowd out the important."

— Charles E. Hummel

My belief is that to have no wants is divine.

— Socrates

Ideas won't work unless you do

No man who is occupied in doing a very difficult thing, and doing it very well, ever loses his self-respect.

GEORGE BERNARD SHAW

**The way to succeed
is to double your
failure rate.**

I cannot give you the formula for success, but I can give you the formula for failure, which is — try to please everybody.

— Herbert Bayard Swope

MOST PEOPLE are held back by the fear that they don't have what it takes to succeed. While they may pay lip service to believing in themselves, they turn right around and complain about all the obstacles in their way: the boss, the company, too much work, too little work, or too many bad breaks.

**Every success story starts
with a kid who hated to lose.**

*Opportunity always knocks at the
least opportune moment.*

**"It's not what you achieve in life... it's
what you overcome."**

Rolf Benirschke

• Failure is merely an opportunity to start over again, wiser than before.

The future is purchased by the present

"The essence of greatness is the ability to choose personal fulfillment in circumstances where others choose mediocrity."
—WAYNE W. DYER, *Your Erroneous Zones* (1976)

It's a lonesome walk to the sidelines, especially when thousands of people are cheering your replacement.

—Fran Tarkenton

Everytime you win, you're reborn; when you lose, you die a little.

—George Allen

Everybody Seems to Be a Sore Loser Nowadays

Men cannot live by incompetence alone.

— Laurence Peter

*"The two hardest things to handle in life are
failure and success."*
—ANONYMOUS

**"To be successful
for a moment
doesn't mean any-
thing... I want
to feel centered."**

Timing Is Everything . . . It isn't what you know that counts; it's what you can think of in time.

*If at first you don't succeed, you'll get a lot
of advice.*

A good exercise for the heart is bending down and helping another up.
Anyone who helps another live more abundantly is doing the work of God.

The lord gave us two ends—one to sit on and the other to think with. Success depends on which one we use the most.

ANN LANDERS

Small deeds done are better than great deeds planned.

Most of us try. All of us fail. We cannot make good on our plans of perfection. We cannot shake our bad habits. But Jesus never failed.

Advice . . . He who builds according to every man's advice will have a crooked house.
Danish proverb.

Difficulty . . . "Gentlemen, when you are face to face with a difficulty, you are up against a discovery."
Lord Kelvin

What Is Success?

What is success?

To laugh often and much;
To win the respect of intelligent people
and the affection of children;
To earn the appreciation of honest critics
and endure the betrayal of false friends;
To appreciate beauty;
To find the best in others;
To leave the world a bit better, whether by
a healthy child, a garden patch
or a redeemed social condition;
To know even one life has breathed
easier because you have lived;
This is to have succeeded.

Ralph Waldo Emerson

the secret of success is found in the letters S-U-C-C-E-S-S!

S — Select your goal.

If you aim at nothing, you'll hit nothing.

The secret of success cannot be found by sitting in an expensive leather chair in a plush office and dreaming your dreams.

The secret of success is to select a goal by finding a need and filling it.

U — Unlock your negative thinking.

I talked to a businessman who said, "I've failed, but it's not my fault."

He blamed his failure on everybody else. He attacked the unions, government regulations, the tax structure and the competition.

I had to say to him, in as friendly and yet as firm a manner as I could, "Sir, in the final analysis, you threw in the towel, they didn't."

If you fail, it is because you choose to fail.

C — Chart your course.

You will start to succeed when you chart your way to the top of the mountain.

Make a game plan. Develop a

two-year plan, a five-year plan and a 10-year plan.

C — Commit yourself.

Success doesn't just happen.

It requires a genuine and sincere commitment.

The greater the good, the higher the peak, the riskier the venture, the higher the price to be paid.

E — Expect problems and difficulties.

Every time God gives you His plan, it will appear to be impossible.

However, it will be possible if you take one step forward.

Take that one vital step; move as far as you can.

S — Sacrifice yourself.

No one is ever perfect. Be ready to change your style. "I'd rather be

Don't Quit

When things go wrong, as they sometimes will,

When the road you're trudging seems all uphill,

When the funds are low and the debts are high,

And you want to smile, but you have to sigh,

When care is pressing you down a bit—

Rest if you must, but don't you quit.

Life is queer with its twists and turns,
As every one of us sometimes learns,

And many a fellow turns about

When he might have won had he stuck it out.

Don't give up though the pace seems slow—

You may succeed with another blow.

Often the goal is nearer than

It seems to a faint and faltering man;
Often the struggler has given up

When he might have captured the victor's cup;

And he learned too late when the night came down,

How close he was to the golden crown.

Success is failure turned inside out—
The silver tint of the clouds of doubt,

And you never can tell how close you are,

It may be near when it seems afar;
So stick to the fight when you're hardest hit,—

It's when things seem worst that you mustn't quit.

Author Unknown

Daughters of St. Paul

Boston, Mass. 02130

success tell us what the
Protect
DIAN, the
non-violent peo
it will render a
\$5 + \$3.00 P&H;
10 - MC or VISA

Victory has a hundred fathers, and defeat is an orphan.

— John F. Kennedy

SUCCESS is the key they hand you when they like you.

It doesn't matter why.

They just give you the key that unlocks an upscale condo, triggers the powerful purr of your new Mercedes, and accesses the executive washroom.

It's what they give to you.

EXCELLENCE is another brand of brazil nut.

It's what's within you.

It's what you do

that stretches mind and muscle.

THEY'LL hand you success when your ratings are up,

your sales soar, or when the eager masses

plunk down their grubby bucks to buy your stuff.

And they'll snatch success away at daybreak.

SUCCESS loves its one-night stands at the Ritz.

But never expect it to say, I do.

Success is a day-tripper and a tease.

Success'll forget you.

EXCELLENCE endures when the crowd moves on.

Success is a drug in itself. When you strive to become somebody and you become that person, it's difficult to give it up.

-Bill Graham, rock promoter

To succeed it is necessary to accept the world as it is and rise above it.

- Michael Korda

. . . British novelist John Creasey has published 564 books. But he didn't make his first sale until after he'd received 774 rejection slips.

. . . "Gentlemen, when you are face to face with a difficulty, you are up against a discovery." Lord Kelvin

●Many of the true heroes of the world have never seen battle, are not athletic, nor have ever been to Hollywood. They have been too busy plodding away on mission fields.

Getting Up Again

BUT HOW DO YOU DEAL WITH the guilt of giving in when you've made the wrong decision? Is there any possibility of getting up again?

■ *Don't rationalize your behavior.* Admit you made a mistake—to God, to yourself and to your friends who might have been influenced by what you did. And in admitting it, you need to be prepared for dealing with the consequences. They might be painful, but you can't get through guilt until you acknowledge your errors.

■ *Evaluate the choices you made.* Take a look at where you went wrong. What smaller decisions did you make along the way that influenced you to give in to peer pressure? For example, could Troy have sat with other friends at lunch? Maybe he'd been frustrated about not getting to spend time with his friends. Every action influences us, even the little ones. Understand what led to your mistakes so that next time you'll know what to avoid.

■ *Look at the whole picture when you see yourself.* You probably can recount all the big mistakes you've made in your life, but consider the positives too. Think about the right choices you've made in the past, the little things that have added up to become your character. If you're consistent in

positive ways, then give that consistency the credit it should get when you're considering your strengths and your weaknesses.

■ *Live one day at a time.* Again, the wrong choice you made yesterday doesn't have to be repeated the next time this situation comes up. Each day is another chance to do what is right. Celebrate the right choices you make daily.

■ *Realize you don't have to live a label.* Labels are assigned by others or by ourselves. If the label you have isn't consistent with your character, then don't give it a chance to stick.

■ *Pray about your feelings.* Guilt isn't something God puts in your life, but he can and will walk you through it. If you question God's love for you, or your ability to do anything right, talk to him about it. If you're mad at yourself, let God know. As much as he is hurt by the things we do wrong, his love for us runs deeper.

■ *Talk to a person you trust.* It helps to discuss your feelings of guilt with a friend who can see things more objectively and help to give you perspective. In addition, that person can help hold you accountable as you deal with the pressures and the hurt.

We all fail, but it's important to keep our failures in perspective. I read something not too long ago that has come to mind several times after I've failed and asked forgiveness: "Failure always describes an event, never a person." A failure is never a person. Only an event.

I wish we'd all see it that way. God does. □

When people suddenly become prosperous, they also become preposterous. —Laurence J. Peter

People have one thing in common: they are all different. —Robert Zend

People who bite the hand that feeds them usually lick the boot that kicks them. —Eric Hoffer

“Success doesn't make you a better person. It can easily ruin you, if you take it too seriously.”

Madonna (1961-)
Rock star

“To laugh often and love much; to win the respect of persons and the affection of children ... to know that even one life has breathed easier because you have lived - - - this is to have succeeded.”

Ralph Waldo Emerson

Success in almost any field depends more on energy and drive than it does on intelligence. This explains why we have so many stupid leaders.
- Sloan Wilson

THE MAN ON TOP WALKS A LONELY STREET; THE CHAIN OF COMMAND IS OFTEN A NOOSE.

The secret and the difference between winners and losers is the discipline. The winner manages his money. The loser lets the money manage him.
-Nicholas ("Nick the Greek") Dandalos

“The higher the stakes, the greater the temptation to lose your temper over the game.”

C.S. Lewis
(1898-1963)
Reflections on the Psalms

“He labors vainly who endeavors to please every person.”

Latin proverb

Success is a ladder that cannot be climbed with your hands in your pockets.
—American proverb

What Is
Gained,
Is Lost

“I have a conscience and I feel guilty if I don't do great things every day.”
—JOE NAMATH

The fastest way to succeed is to look as if you're playing by other people's rules, while quietly playing by your own.
- Michael Korda

I don't want any yes-men around me. I want everyone to tell me the truth—even though it costs him his job.
-Samuel Goldwyn

Parents, teachers and everyone else tell you how to succeed in life. But no one ever sat me down and explained how to fail.

One of life's little ironies is the fact that when you finally master a tough job you make it look easy.

**If the going gets easy
you may be going downhill**

Failure is not an event, it is an opinion.

The American evangelist then asked the general if he would disclose his secret for success. "He hesitated a second," Dr. Chapman said, "and I saw the tears come into his eyes and steal down his cheeks, and then he said, 'I will tell you the secret. God has had all there was of me. There have been men with greater brains than I, men with greater opportunities; but from the day I got the poor of London on my heart, and a vision of what Jesus Christ could do with the poor of London, I made up my mind that God would have all of William Booth there was. And if there is anything of power in the Salvation Army today, it is because God has all the adoration of my heart, all the power of my will, and all the influence of my life.'"

Dr. Chapman said he went away from that meeting with General Booth knowing "that the greatness of a man's power is the measure of his surrender."

SUCCESS AND THE BEATITUDES The one thing we must see is that the Beatitudes by which Jesus begins this sermon, are not a mild and sentimental collection of platitudes. They are a frontal challenge to almost everything we assume about "the way it is" in the world. The only way they make sense is if Jesus Christ himself is able to sustain the blessings he pronounces. When that fact becomes our fact, and when we become convinced that Jesus Christ has the authority to support his promises, then the word blessed not only invites us to find the right path but also to welcome the path we find.

We now have the biblical doctrine of success. Success is not measured in possessions or by the state of our health. Success means to be where I am supposed to be -- the right place at the right time and for the right reason -- because of the purpose for my life that has its origins in God's love and faithfulness. If I am on the right road then I am successful in this radical rearrangement of our ordinary value systems. Success for those who believe this amazing Sermon on the Mount is a word about relationship with the Shepherd-Lord of the pathway and about our journey upon that pathway.

Following traits of a successful person:
Consciousness of an honest purpose in life.
A just estimate of himself and everyone else.
Frequent self-examinations.
Steady obedience to what he knows to be right.
Indifference to what others may think or say.

"I soon learned that's how everything works in America," Grandpa told our friend. "Life is a cafeteria here. You can get anything you want as long as you're willing to pay the price. You can even get success. But you'll never get it if you wait for someone to bring it to you. You have to get up and get it yourself."

Blessed Are the 'Losers'

TO BE GRANTED some kind of usable talent and to be able to use it to the fullest extent of which you are capable—this, to me, is a kind of joy that is almost unequaled. I have found it in music; my father in farming. I know others who have found it in practicing medicine, or running a bakery, or driving a truck—in running a bakery that makes the best kind of bread, or in driving a truck better than anyone else. That's the kind of achievement that makes a man happy.

LAWRENCE WELK

A BASEBALL COACH once rebuked a confident player who said their team would win because it had "the will to win".

"Don't kid yourself," said the coach. "The will to win is important, but it isn't worth a nickel unless you also have the will to prepare."

EXPERIENCE is knowing a lot of things you shouldn't do.

WILLIAM S. KNUDSEN

●We give but little when we give of our possessions. It is when we give of ourselves that we truly give.

A stumble may prevent a fall. Thomas Fuller

When you come to the end of your life, what will you need to see to conclude that your life was a success and you are satisfied?

"I want to be successful in everything, but you can't. So I've settled on being successful in one."

There's a time when success may feel like failure

This Is Success

To be able to carry money without spending it; to be able to bear an injustice without retaliating; to be able to keep on the job until it is finished; to be able to do one's duty even when one is not watched; to be able to accept criticism without letting it whip you.

—The Uplift

●A man is rich in proportion to the number of things he can afford to let alone.

—Thoreau

●One hundred years ago it was figured that the average American had 70 wants. A similar survey taken recently showed his grandson had nearly 500 on his list.

—Beveridge Paper Co.

●In a cemetery in England stands a grave marker with this inscription: SHE DIED FOR WANT OF THINGS. Alongside that sign is another which reads: HE DIED TRYING TO GIVE THEM TO HER.

Without victory there is no survival!

—Winston Churchill

Victory has a hundred fathers but defeat is an orphan.

—Count Galeazzo Ciano

Victory has a hundred memories but defeat has amnesia.

—W. I. E. Gates

Even victors are by victory undone.

—John Dryden (1631–1700)

Winning is overemphasized. The only time it is really important is in surgery and war.

—Al McGuire

The victor belongs to the spoils.

—F. Scott Fitzgerald

If you think you are beaten, you are.
If you think you dare not, you don't.
If you'd like to win but think you can't
It's almost certain you won't.
Life's battles don't always go
To the stronger or faster man,
But sooner or later, the man who wins
Is the man who thinks he can.

Some of the world's greatest men and women have been saddled with disabilities and adversities but have managed to overcome them. Cripple him, and you have a Sir Walter Scott. Lock him in a prison cell, and you have a John Bunyan. Bury him in the snows of Valley Forge, and you have a George Washington. Raise him in abject poverty, and you have an Abraham Lincoln. Subject him to bitter religious prejudice, and you have a Disraeli. Strike him down with infantile paralysis, and he becomes a Franklin D. Roosevelt.

Burn him so severely in a schoolhouse fire that the doctors say he will never walk again, and you have a Glenn Cunningham, who set the world's record in 1934 for running a mile in 4 minutes and 6.7 seconds. Deafen a genius composer, and you have a Ludwig van Beethoven. Have him or her born black in a society filled with racial discrimination, and you have a Booker T. Washington, a Harriet Tubman, a Marian Anderson, a George Washington Carver, or a Martin Luther King, Jr.

Make him the first child to survive in a poor Italian family of eighteen children, and you have an Enrico Caruso. Have him born of parents who survived a Nazi concentration camp, paralyze him from the waist down when he is four, and you have an incomparable concert violinist, Itzhak Perlman. Call him a slow learner, "retarded," and write him off as uneducable, and you have an Albert Einstein.

DO THE accomplishments of others sometimes make you feel a bit inferior? If they do, you're not alone. It's a common human feeling. One of the hardest lessons to learn in life is to stand up and cheer when the other fellow succeeds—and really mean it. Mark Twain once observed: "Few things are harder to put up with than the annoyance of a good example."

Success isn't shaped by what happens to you; it's the result of *what you do* with what happens to you.

The perception is pervasive: If you're not on the way up, you must be on the way down.'

high-altitude attitude

Whatever the obstacles in your path, overcome them with these principles from mountain-climbing guru Arlene Blum, quoted in *Fast Company*:

◆ If you can't picture it, you won't make it. To get anywhere you've got to have a clear picture that depicts where you want to go.

◆ Choose your companions as if your life depended on it.

◆ Know when to put your foot down and when to back down.

◆ The last 5% is the hardest part—and the most important.

Peak Performers:

- Have a purpose in life.
- Formulate plans to accomplish their goals.
- Don't get trapped in a comfortable "plateau" (stage of life) very long.
- Take risks after determining what the consequences will be.
- Base their self-confidence on history: Past successes were a result of their skills.
- Solve problems rather than placing blame.
- Rehearse future events mentally—always with a positive outcome.
- Like to take control.
- Are concerned with quality performance, not just quantity.
- Train and utilize those around them.

If your project doesn't work, look for the part you didn't think was important.

EVEN
THOUGH
WE MAKE
MISTAKES, WE
ARE NOT MISTAKES.

AND WHEN WE FAIL,
WE ARE NOT
FAILURES.

Success is a journey, not a destination. —Ben Sweet

There is only one success—to be able to spend your life your own way. —Christopher M.

You have reached the pinnacle of success as soon as you become uninterested in money, compliments, or publicity. —Dr. O. A. B.

Behind every successful man is a woman—with nothing to wear. —L. Grant Glick

The toughest thing about success is that you've got to keep on being a success. —Irving

Success is like dealing with your kid or teaching your dog to drive. Sooner or later you'll end up in the police station. —Fred

The exclusive worship of the bitch-goddess Success is our national disease. —William

The essence of success is that it is never necessary to be the first of a new idea oneself. It is far better to wait until somebody else does it, and then to copy him in every way except his mistakes. —Aubrey

We live in a war of two antagonistic ethical philosophies: the ethical policy taught in the books and schools and the success policy. —William Graham

Success is counted sweetest/By those who ne'er suc-
—Emily Dickinson (1830-

Why should we be in such desperate haste to succeed in such desperate enterprises? If a man does not pace with his companions, perhaps it is because he has a different drummer.
—Henry David Thoreau (1817-

If one advances confidently in the direction of his dream and endeavors to live the life which he has imagined, he will meet with a success unexpected in common hours.
—Henry David Th

Seventeen Basic Pessimistic Philosophies

- (1) I can't do it.
- (2) I never could do anything right.
- (3) I have the worst luck in the world.
- (4) I don't have a chance, so why try?
- (5) I'm all thumbs.
- (6) I'd only get hurt.
- (7) It would never work.
- (8) It's not in the stars.
- (9) It's never been done before.
- (10) It's not who you are, it's who you know.
- (11) It's too late now.
- (12) It's later than you think.
- (13) You can't take it with you.
- (14) What good could come of it?
- (15) The piper must be paid.
- (16) The wages of sin is death.
- (17) The paths of glory lead but to the grave.

When I was young I observed that nine out of ten things I did were failures, so I did ten times more work.

GEORGE BERNARD SHAW

●The true test of a civilized society is how well it takes care of its losers.

-Slote and Cobb

THE ONE FINGER PIANO PLAYER A seminarian was spending his last summer before his final year of schooling as a chaplain in a national park. He had duties with trimming trees, feeding animals and emptying trash during the week, and then conducting worship on Sundays for the tourists. One Sunday the pianist didn't show up, because she had car trouble. He asked for a volunteer from among the worshipers, but there was no response. Then he said, "Is there anyone here who would like to volunteer the musical ability of someone else?" At this a little girl raised her hand and said, "My daddy can play the piano." After some hesitation, a tall, dignified looking gentleman came down and sat at the piano. As he accompanied the singing it was soon obvious that he was playing with only one finger. But he didn't miss any notes and his timing was perfect.

2 Kinds of People

I'm Successful. It's gone relatively good so far and will

BREAK THESE

Continue as such - My guard is up!

I'm broken, I've not always been successful and I
Victim of circumstances but I'S OK
never know what's going to happen - so I'm looser.

BUILD THESE UP

It is better to dare mighty things, to win glorious triumphs, even though checkered by failure, than to take rank with those poor spirits who neither enjoy much nor suffer much, because they live in the gray twilight that knows not victory nor defeat.

THEODORE ROOSEVELT

It is perhaps a sobering thought that we must continually keep proving ourselves all through our working life. Rare is the person who can sit back and rest on past achievements. We often work toward a certain goal, thinking that when we reach that goal we'll have it made. But it never works out that way. *Every job completed is a new one begun.*

THE FOUNDER and owner of a large department store was asked the secret of his success. "Well, you know, I was just a poor farm boy—never did get much schoolin'. And when you don't know much you've got to use your brains."

●God, our Father, let us not be content to wait and see what will happen. Give us the determination to make the right things happen.

-Peter Marshall

Life is not so much a matter of position as of disposition

THE WEAK VS. THE STRONG Weak men are the slaves of what happens. Strong men are masters of what happens. Weak men are victims of their environment. Strong men are victors in any environment. Strong men may not change the circumstances, but they will use them, compel them to serve, and bend them to their purposes. They may not be able to change the direction of the wind, but somehow they will coerce the wind to fill their sails while they drive the tiller over to keep their course. George Craig Stewart

To be successful in life you have to know how to sell yourself, says the author of best-selling books on business and salesmanship.

And you can easily learn how to do it by following these six simple tips, says Spencer Johnson, who co-authored the blockbuster book "The One Minute Manager" and the current best-seller "The One Minute Sales Person."

1. Believe in yourself. That's the most important key to success, Johnson says.

"Ask yourself what are the

How to Sell Yourself And Become a Success

strongest, most important aspects of your personality, the ones you've already successfully used in influencing people.

"Then put all your efforts into utilizing this strength. Knowing it has worked before will give you confi-

dence. Remember, if you don't believe in yourself, people will pick that up as you talk to them."

2. Concentrate totally on the other person as you talk to him. "Make strong eye contact and ask him questions about himself," Johnson said.

"This makes the other person realize you are really focusing on what he has to say.

"Be a good listener. Let people talk about themselves because that's the thing people are most interested in — themselves."

3. Put yourself in the other person's shoes. "Learn to see things from their point of view. For example, a car salesman who understands his potential customer is seeking status would do well to show him the top-of-the-line automobile, and to emphasize its luxury features."

4. Dress neatly and appear well-groomed. "Your personal appearance is of paramount importance," Johnson said. "By looking sharp and taking pains about your appearance, you are selling yourself."

5. Show the other person what you can do for him, or tell him how your ideas will benefit him. For example, if you want a raise, don't ask for one — instead, show your boss you're interested in helping him or the company by doing a better job.

Ask him what you can do to improve your work, then focus your efforts on following his suggestions to upgrade your job performance. This is the approach that wins raises and promotions, Johnson said.

6. Appear happy, because others like to be around happy people. Concentrate on the positive aspects of your life. Don't allow yourself to think about petty annoyances.

Johnson added: "By thinking of the positive things in your life, you will appear outgoing and you'll elude success."

— LEN KATZ

I AM GOD'S BELOVED CHILD.

Success

If I have felt discouraged about the lack of progress toward some goal, I turn my thinking around. Rather than focus on drawbacks, I focus on my inherent strengths as a beloved child of God. Success begets success and begins with a successful attitude.

I re-channel my energies along more productive lines and consider new ways of achieving my goals. Always the inspiration of God is available to me. Any seeming setback can be my perfect opportunity to see the situation in a new light, to throw off any feeling of anxiety or pressure and chart a new course to success.

Whatever the goal toward which I strive, this I know: I am God's beloved child and God's will for me is happiness and fulfillment. There are no limits to the success I can achieve when I realize this truth.

*Fear not, for I am with you,
be not dismayed, for I am your God;
I will strengthen you, I will help you,
I will uphold you with my victorious right hand.*

—Isa. 41:10

The trouble with the rat race is that even if you win, you're still a rat.
— Lily Tomlin

OPPORTUNISM "The people who get on in this world are the people who get up and look for the circumstances they want, and, if they can't find them, make them." G. B. Shaw

1 THOMAS EDISON The wizard of Menlo Park finally found the elements for the filament of the incandescent light bulb. He had experimented for months. In fact, he put together over 8,000 experiments to find what he needed to make the light bulb shine as it does. Someone asked him after he had made over 7,000 experiments if he wasn't discouraged with all his failures. Edison replied, "Oh, my no! I haven't had any failures. I now know 7,000 things that won't work."

THE DISCIPLINE OF DEEDS THAT LAST The pyramids, which were built by human pride are being worn away by the silent friction of the centuries that drift over them, while the old wells dug by the patriarchs to water their thirsty flocks are still pouring forth their sweet waters. So the works of mere ostentation, however wonderful, will be forgotten, while good deeds, however humble, open veins from out of the heart of the eternal.

ELF DENIAL . . . Every step in our progress toward success is a sacrifice. We gain by losing; grow by dwindling; live by dying. R. D. Hitchcock

A man brought his boss home for dinner for the first time. The boss was very blustery, very arrogant, very dominating! The little boy in the family stared at his father's boss for most of the evening, but did not say anything. Finally, the boss asked the little boy, "Why do you keep looking at me like that, sonny?" The little boy answered, "My daddy says you are a self-made man." The boss beamed and proudly admitted that indeed he was a self-made man. The little boy said, "Well, if you are a self-made man, why did you make yourself like that?"

SUCCESS AND SERVICE Toward the end of his life, Albert Einstein removed the portraits of two scientists -- Newton and Maxwell -- from his wall and replaced them with portraits of Gandhi and Schweitzer. He explained it was time to replace the image of success with the image of service.

"Look for people who will aim for the remarkable, who will not settle for the routine," he states. "It's mediocrity, lack of ambition that I find most distressing. Whatever you do, you should want to be the best at it. Every time you approach a task, you should be aiming to do the best job that's ever been done at it and not stop until you've done it. Anyone who does that will be successful -- and rich."

CLARIFIED PURPOSE Much of the wasted effort in human activity is a result of lack of clear definition of the real or total reason for doing something. If you cannot determine why you are doing something, you probably won't do it very well. . . . Don't miss the opportunity to expose your real purpose to yourself.

Success . . . The greatest help to a man struggling to succeed is to look as if he has already succeeded.

SUCCESS To be successful is to achieve an objective, but to be a success is always to have yet another objective in mind after you've achieved the last one.

•About the only difference between stumbling blocks and stepping stones is the way you use them.

DEFINITION of a genius: a person who aims at something no one else can see and hits it.

FAILURE

Things fail
mostly due to
a lack of
commitment.

* * * *

"For my life is spent with grief,
and my years with sighing: my strength
faileth because of mine iniquity, and
my bones are consumed."

--Psalms 31:10

"My flesh and my heart faileth:
but God is the strength of my heart,
and my portion for ever."

--Psalms 73:26

DISAPPOINTMENT

Ruled by ego,
all disappointment stems from
measurement,
from unmet expectations.

Disappointment
turns to anger
when needs go
unsatisfied,
or one's ego feels
not in control.

Where there is no
preconceived
desire,
there will be no
disappointment.

* * * *

What is disappointment
but a lack of
faith and
hope?
Disappointment
cannot exist,
cannot be,
with these two
unfailing.

PERSPECTIVE An economist was asked to talk to a group of business people about the recession. She tacked up a big sheet of white paper. Then she made a black spot on the paper with her pencil and asked a man in the front row what he saw. The man replied promptly, "A black spot." The speaker asked every person the same question, and each replied, "A black spot."

With calm and deliberate emphasis the speaker said: "Yes, there is a little black spot, but none of you mentioned the big sheet of white paper. And that's my speech."

FEAR OF FAILURE An essential aspect of creativity is not being afraid to fail. Scientists made a great invention by calling their activities hypotheses and experiments. They made it permissible to fail repeatedly until in the end they got the results they wanted. In politics or government, if you made a hypothesis and it didn't work out, you had your head cut off.

Source unknown

**THE ROAD TO SUCCESS
IS ALWAYS UNDER CONSTRUCTION**