

How to Make Your Dreams Come True

Part ONE

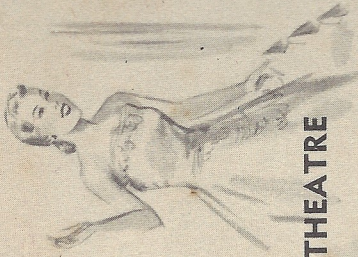
HOW TO GET
WHAT YOU WANT



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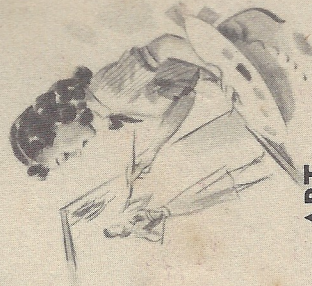
THEATRE



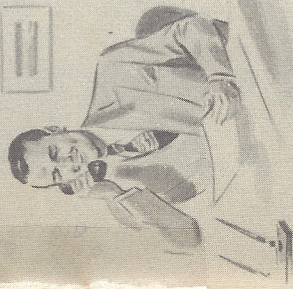
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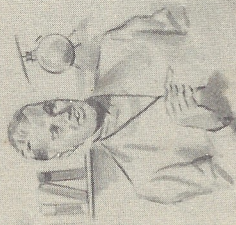
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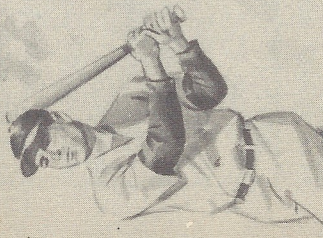
GOVERNMENT



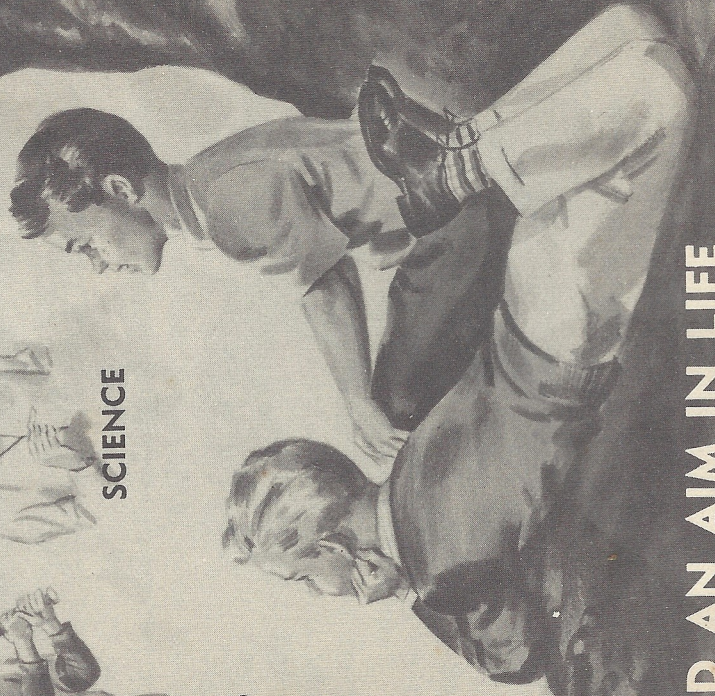
SCIENCE



SPORTS



THEY ALL HAD AN AIM IN LIFE



Titles of the Books

Part 1

HOW TO GET
WHAT YOU WANT

Part 2

THE SECRET OF
MAKING PEOPLE LIKE YOU

Part 3

GREAT THINGS YOUR
TONGUE CAN DO FOR YOU

Part 4

MANNERS THAT MAKE
EVERYONE ADMIRE YOU

INDEX IN BOOK FOUR

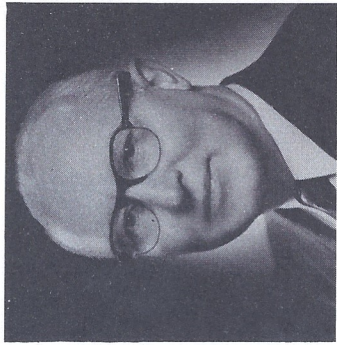


Illustrations by Robert L.
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RAY C. BEERY

Ever since you and I were little tots, we have enjoyed hearing stories by Uncle Wiggly, Uncle Remus, and others.

But now, as we are getting more "grown-up," we want to go beyond the fairy tales and think about our own lives.

Isn't it wonderful to daydream about what we want to do when we grow up? And isn't it fun to think of all the good times we will have and the kind of persons we will be?

Here is good news for you. These four little books are going to be FAR more interesting to you than any fairy tale you ever heard. Why? Because we are going to talk about something more important than fairy tales; we are going to talk about YOU. I am going to tell you some things I have learned that will help you to become the kind of person you would like most to be.

When my father was just a little fellow, he met a boy named Jack. They became close friends. As



they grew older, they enjoyed fishing together, just as you would enjoy doing things with your best friend.

One summer afternoon, when the two boys were starting off to their old fishing hole, my father suggested, "Let's cut through our back pasture. We'll get there a lot quicker."

Jack agreed, and very soon the two boys arrived at the fishing hole. As they began baiting their hooks, Jack remarked, "That was a good idea of yours-- cutting across the field. It sure saved a lot of time."

Both boys grew up to be successful business men. My father was head of his own business. Jack was manager of the Burrough's Adding Machine Company. I'll always remember a remark which Jack made to my father the last time they met. He said:

"Do you remember when we used to go through your back pasture as a short cut to the old fishing hole? I've often thought: Wouldn't it be fine if a young man could take a short cut to his goal in life by avoiding the mistakes we've made in our many years of experience?"

Ever since I heard Jack make that remark, I have been thinking of writing this special course for you and other boys and girls. You can learn how to avoid making the mistakes many other persons have made. You can learn the secret of how to make people like you. And you can find out how to be successful in the things you do.

These little books will tell you some of the things I have learned in my thirty years of working with parents and children. I have talked with hundreds of boys and girls and helped them make a success of their lives.

So the aim of this Course is to help YOU make the most of your life and make YOUR dreams come true.



The Nicest Words I Ever Heard

Haven't you felt thrilled when someone said something really nice about you? I have talked with hundreds of fine boys and girls. They have said some nice things to me. But above everything else, I remember six little words which came from the lips of a boy who attended my summer camp.

Dr. and Mrs. A. E. Bonnell from Oklahoma, brought me their two wonderfully fine boys, Albert and Thomas. Everyone at camp will remember Albert as the one who came out ahead in the foot races, but I shall always remember "Tommy" because he was the one who said the nicest words I ever heard.

After the camp session ended and all the boys and girls had returned to the different States from which they had come, Dr. Bonnell wrote me about Tommy's answer to a question. The question was, "Tommy, what would you say was the most valuable advantage you received from the Beery Summer Camp?" Tommy's simple answer was this:

"Having Mr. Beery for a friend."

Those little words must have struck a very tender spot in my heart because they made tears fill my eyes when I recalled the heart-to-heart talks I had had with Tommy about his life.

In those talks, I found that Tommy, deep down in his heart, like all other boys and girls, had a dream-picture of the kind of person he would like to be. He pictured himself as becoming as nearly as possible an ideal grown up. First, he wanted to find a worthwhile aim for his life. He wanted to make his life count in service for others just as did those fine men and women pictured in the front and back covers of this book.

Another idea appealed strongly to Tommy. He wanted to be well-liked. He wanted to be admired. He wanted to have many real friends--both boys and girls. And -- above all -- Tommy wanted to be master of himself. He wanted to gain self-control. He wanted others to think of him as one able to take good care of himself --strong in every way.

In fact, the idea appealed to Tommy of trying to live the life of an ideal person, as nearly as possible, including all four of the points which you may see by turning to the chart in the center of this book.

Let's take a look right now at those four points. (See pages 24 and 25.) After you have read all that I tell you in this Course about each of these four points, I am sure that you will want to apply every one of them to your own life.

After you have carefully examined that four-point chart, describing "The Ideal Person," does the idea

of living the life of an all-round, admired person appeal to you? If it does, then I have good news for you because this Course is going to help you IN FOUR DIFFERENT WAYS to make your dream come true.

The one aim of this first book is to help you get what you want in life. That calls for a PURPOSE around which to build your future. Let's start looking for that purpose right now.

What Would You Rather Do Than Anything Else in All the World?

First of all, before we find out what your REAL AIM might be later on in life, let's find out what you like to do best of all right now.

Suppose that tomorrow morning, you get out of bed, eat your breakfast, go out onto the front porch, and find it is a wonderfully fine day--suppose it's just about the most beautiful morning you ever saw in your life. What would you rather do than anything else in all the world? I mean just to have



fun? What about EVERYTHING else would you like to do? When answering this question, don't let money stand in your way. If you want to take a ride on a steamship or in an airplane, just go ahead and SAY so. We will pretend you already have plenty of money, because we would like to get an idea as to what you really would like best to do.

Since I am not right there with you to write down your answer myself, I suggest that you take a plain sheet of paper and write down your own answer. For example, if you would rather go swimming than anything else you can think of, then write the word SWIMMING at the top of your paper. (Swimming is

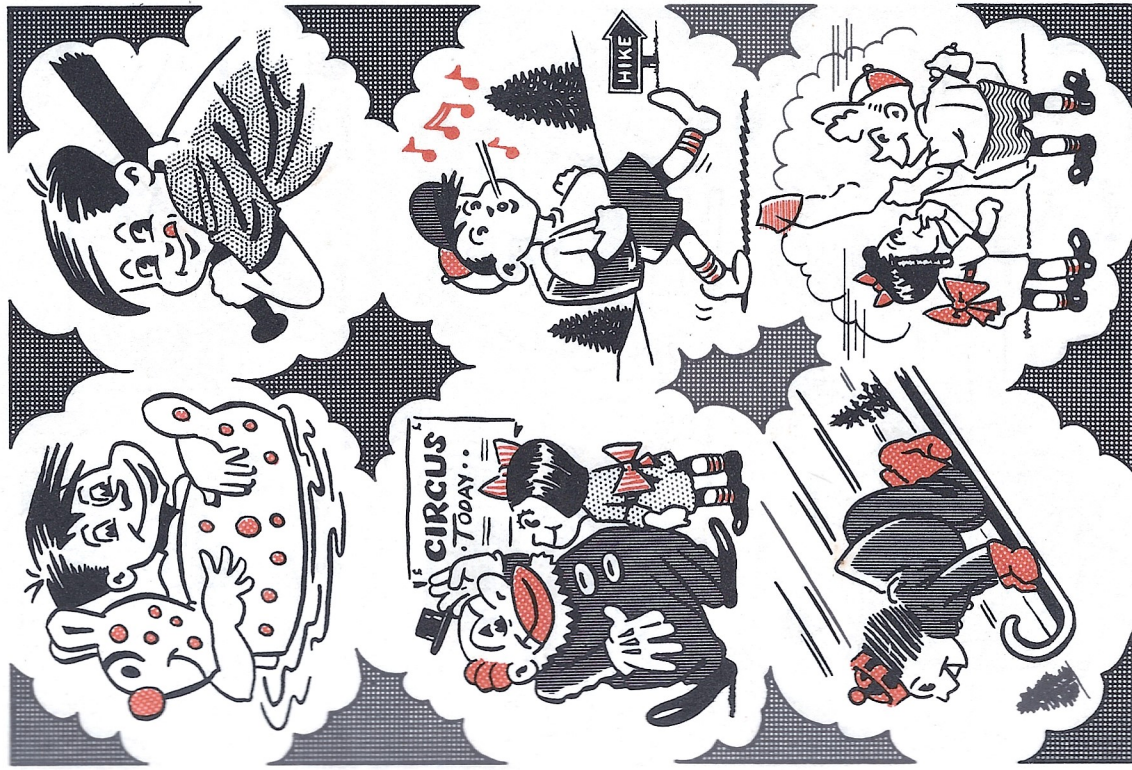


one thing I have always liked to do ever since I first learned how. So if you like to swim half as well as I do, we could have lots of fun together.)

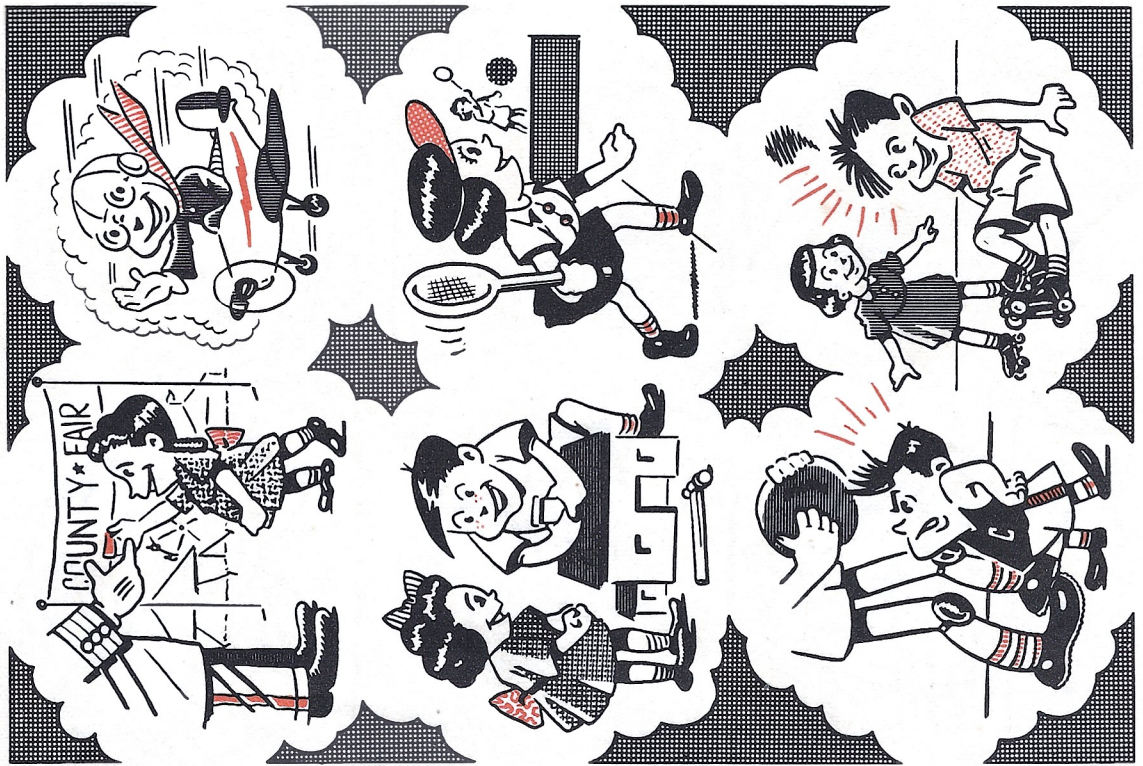
All right, let's say that SWIMMING ranks as number ONE! Now suppose, for some reason, you could not go swimming, but you had your choice of everything else in the world. What above all else on earth would you then like to do best? Whatever it happens to be write it down UNDER the word SWIMMING. After you have written down the first two things that you like best of all, then simply continue to write down the NEXT best thing--and the next after that, until you have a list of at least six or eight or ten things which you would get the greatest fun and pleasure from doing. For ideas to help you make your own list, see page 9, "A List of Things I Might Enjoy Doing Tomorrow." If you think of something you would like to do better than anything you see pictured on pages 9, 10, 11 and 12, write it down if you wish. Simply build your list to suit yourself--so that the things you like best are at the top and the things you like the least are at the bottom.



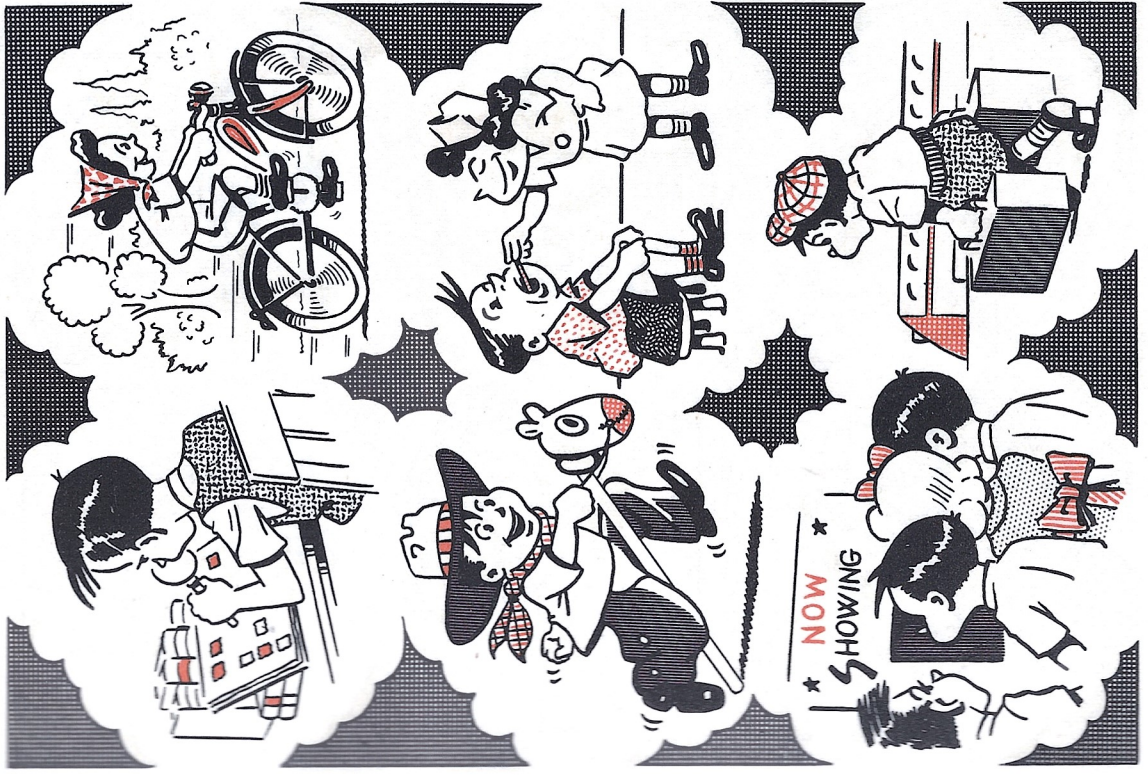
A List of Things I Might Enjoy Doing Tomorrow



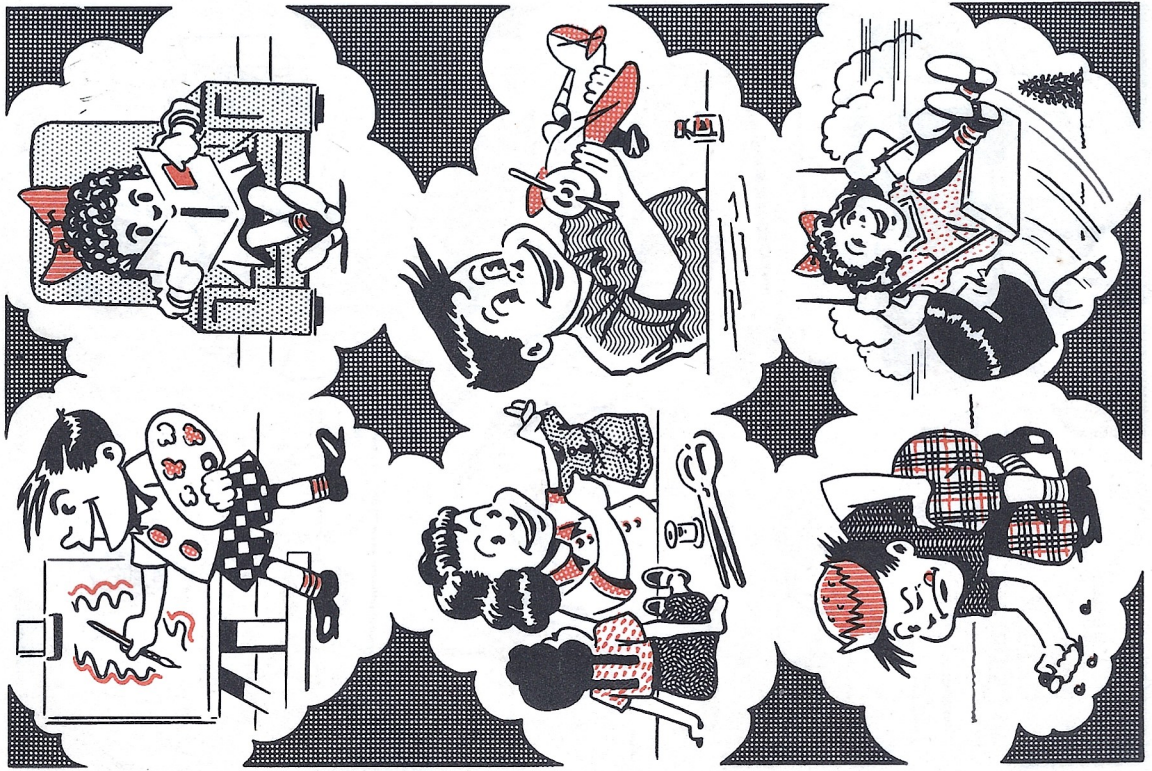
**Or Maybe I Would Enjoy
Doing These Things Tomorrow**



**And Here Are Some
More Ideas for My List**



And Still Some More Things I Might Like To Do Tomorrow!



As soon as you have finished writing your own list, you will have before you a fairly good picture of what you like best to do right now at your present age. Your next step is to look ahead a few years to the time when you are grown up. Think what you would most like to do when you are--let us say--40 years of age.

When I say 40 years, I mean the time in your life you will be at the peak of success in your life work. You will not be too old at 40, and you will not be too young. You will probably be earning a very good income, and be saving for your children's education. You will have back of you enough experience, education, and character-training so that you should be a success by the time you are 40.

HOW ABOUT WHEN YOU ARE GROWN UP?

What would you like most to do when you are grown up? Look again at your list of things you'd like to do tomorrow. Do you have baseball or football near the top of your list? You might have a fine career as a big league baseball player, or a coach. Do you like model airplanes or airplane travel? You might make an excellent pilot. I have known many girls who enjoyed playing "nurse." They have grown up to become wonderful nurses.

So you see, some of the things you like to do right now may be just the things you could do well when you are grown.

HAVING AMBITION WILL HELP YOU

There is one other requirement for making a success of your work, and that is: an aim in life. I always like to talk with a boy or girl who has ambition--who likes to do things better than anyone else has ever done them--and better tomorrow than today.



LET'S PICTURE YOUR FUTURE AS YOU WANT IT

Would you like to hit more home runs than Babe Ruth? Would you like to pilot a plane in a flight more daring than Charles Lindbergh's flight across the Atlantic? Would you, as a nurse, like to relieve even more human suffering than did Florence Nightingale? If you really would like to become the best in your line of work, you may satisfy your aim in life and also earn a very good income.

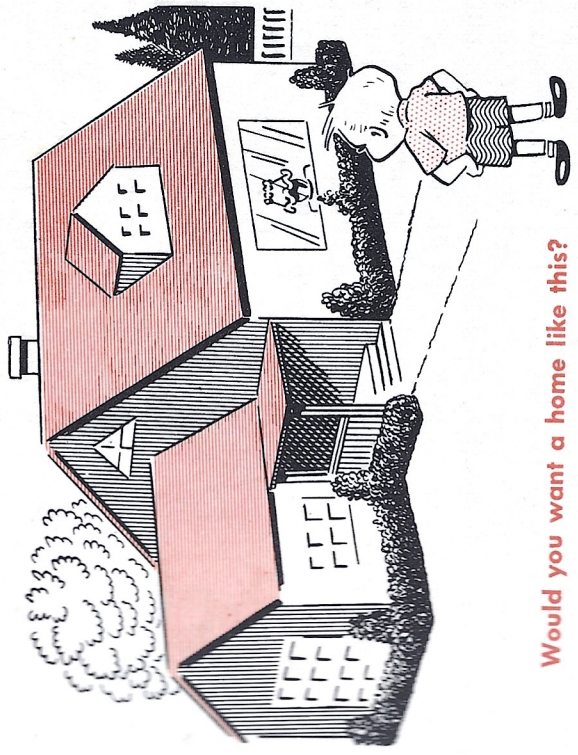
If you do want to excel in your work, write down on your sheet of paper (under your list of things you like best to do) the following statement: "My aim in life is to do some one thing better than anybody else has ever done it."

Now then--what kind of wife do you think you would want as your companion for life and as the mother of your children? Or, if you are a girl, what kind of husband would you want as the father of your sons and daughters? Would you want your life companion to be well-educated and well-liked by all your friends? If so, write down on your paper, "I want a good life-

companion, well-educated, well-liked, and one who will be a parent that my children and I will always be proud of." Yes sir! Write every word of that sentence if you really mean it.

How many children of your own do you think you would like to have? What do you think would be the ideal number of boys and girls? Write down how many of each you would like to have. If you would like to have all of them grow up to be very successful, write down also on your paper, "I want my children to be happy, successful, and well-liked, so I will always be proud of them."

What kind of home do you want for your family? Do you want to have a comfortable home where your friends will like to come? Do you picture it as being surrounded by a nice lawn, beautiful flowers, and shrubbery? If that is the kind you want, write down on your paper, "I want a comfortable and beautiful home where friends will like to come."



Would you want a home like this?

You have seen many boys and girls just as I have, who do not seem to realize that they have only one

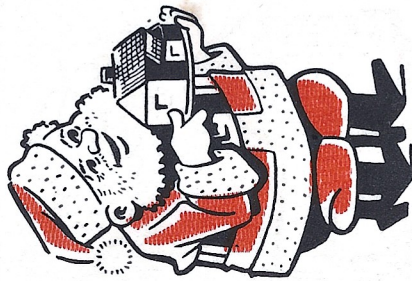
life to live on this earth. They waste their time as if they had a DOZEN lives to live, so naturally you want to make the best of that one life and make it count for the most.

Now, I want to be entirely sure about one thing. When you say you want to be successful in your work, and have a fine family, do you really mean it? Would you be willing to go out of your way and really WORK HARD in order to get what you want in your life?

If that is true, then I can say to you that you will probably make a success of your life and be very happy. Would you be willing to carry out any suggestion that I would make--even if it meant some hard work for you, providing my suggestion seems entirely reasonable to you? If so, write down on your paper, 'I really would be willing to work hard to get the things I want in life and make my dreams come true.'

All right, now here is an important question. Do you figure you can just play along any old way, as a lot of persons do, between now and the time you are 39 years old and then--all of a sudden--on your 40th birthday, just ask Santa Claus to hand you on a silver platter your fine career, your beautiful home, and all the other things you said you wanted? Or do you realize that you have to plan ahead and actually start working for them long before you are 39 years old?

Do you think you could play along just any old way until you are as old as 29 years, or as old as 24 years, and then start? Or do you think you would need to start planning for your success RIGHT AWAY?



I am almost certain that you will promptly answer --RIGHT AWAY. That's the right answer. You no doubt have had enough experience in life already to know that it takes good work and effort to get what you want.

Let's put it this way. If you and I were standing together, watching 100 average persons pass one by one in front of us, how many of them do you figure would ever make as much as \$150 a week? Would there be as many as HALF of them? No, there would not be 50. There would not be 25. There would not even be as many as 10. Income figures show this to be true.



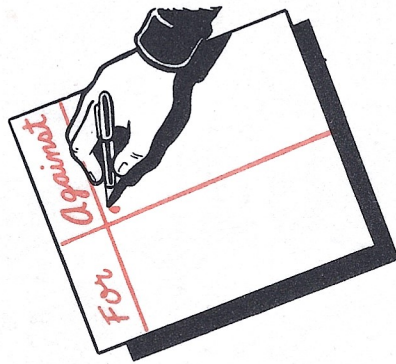
And what does this mean to you? It means that if your dream-picture is to come true, you will have to do UNUSUAL things; you will have to make efforts that other boys or girls are unwilling to make. Otherwise, the chances are more than 90 out of 100 that you will fail to reach your goal.

Since you and I KNOW that it will take extra work to make your dream of success come true, write down on your paper, "SURE, I know it takes extra work to succeed, but I am willing to DO extra work because I WANT to succeed!"

WHAT ARE YOUR CHANCES FOR SUCCESS?

Next, let's see just what your chances are of making the success you want. Take another sheet of paper. Draw a line from top to bottom, right down the middle of the sheet. At the top of the left side, write the word ADVANTAGES. On the right side of the line, write the word DISADVANTAGES. List on the left side the points that you have in FAVOR of your success-dream coming true, and on the other side, list any difficulties you have to overcome, if there are any.

First, under the head "Advantages," you have a very fine mother, haven't you? All right, put it down right under the word "Advantages." And a fine father, haven't you? Write it down. Continue to write down all your advantages first, and when you have listed everything you can think of, then start your list of things under the head of "Disadvantages," in case there are any. Be frank



and honest with yourself in filling out both lists. You may get a few points for both of your lists by taking a look at page 21.

There may be some points in your favor that are not suggested on page 21. Be sure to put down all points you can think of yourself under both Advantages and Disadvantages. Then add up your number of points under each heading. If you find that your Advantages are TWICE as many--or THREE times as many--as your Disadvantages, that is a good sign that you have a fine chance for success.

No matter how many points you have listed under Disadvantages, don't let that worry you. This Course which you are now starting will help you to overcome difficulties of every kind.



HOW CAN THIS COURSE HELP YOU?

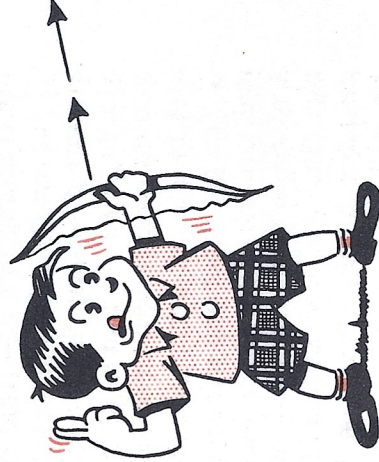
"How can this course help me?" you may ask. Well, I will answer that in 3 simple sentences.

First, you will learn how important it is for you to have a REAL AIM in your life.

Second, you will receive help in finding out what your real aim should be.

And third, you will learn the wonderful secrets of success in winning your life's aim.

You have seen a target. Perhaps you have shot an arrow at one. Now look at the target on page 20.



How in the world would anyone ever succeed in hitting this bull's eye if he just shot arrows up anywhere in the air without taking aim, or if he shot no arrows at all? To succeed in this life we need a target of some kind to aim at. Otherwise, we fail and miss the mark.



"I'M YOUR TARGET. You'll never hit my nose if you don't aim for it."

You may want a lot of things in a half-hearted kind of way, but to succeed in getting them, you need to state your aims and then go after them! Any child old enough to go to school, when asked what his aim is, should be able to state it. For example, he may say that his aim is to finish grade school so that he will be ready to start High School at 14. If he is already in High School, he may say that his aim is to be graduated by a certain time so that he may start his training in some field of special interest to him.

You want to be a success. Always be prepared to answer promptly the simple question as to what your aim is, because that in itself will help you to succeed. You do your very best when you have a clearly-stated aim in life. It keeps you on the right track.

You point out any successful business in the world and you will find there was a plan or aim behind it. Any great work done is apt to be the result of some big plan and the successful carrying out of many smaller plans, within the bigger plan. So it should be with your own life-plan. You should decide as soon as you can just what your greatest goal is to be.

WHAT ARE MY CHANCES FOR SUCCESS?

Advantages (Points in my favor)	Disadvantages (Difficulties to overcome)
<p>Good mother Kind father My teachers are OK. Fine neighbors Good Church near me Proud of other relatives Excellent health A fair mind I have a strong desire to succeed. I like to work. Good companions Both parents interested in my education.</p>	<p>Small for my age. A little bashful in company Hard to stick to a study schedule. Fear of.....</p>

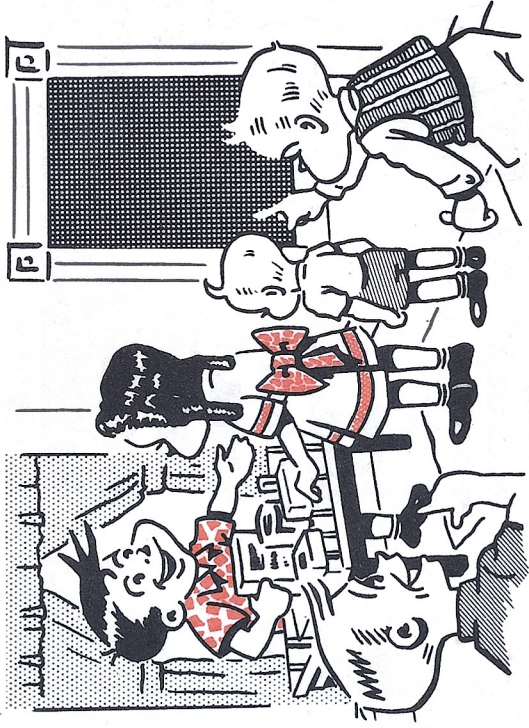
Would you like for me to give you a suggestion or two just for you to consider? All right, I shall be glad to do this for you. First, it would be a good idea to get a big map of the world to hang on the wall of your study or your bedroom and persuade your father, if you can, to get you a globe representing the world. (This does not need to be an expensive one.)

You may be inspired and be able to hit upon your life-purpose by spending just a couple of minutes of your time each day with that map of the world and that globe, asking yourself over and over--one day after another just before going to bed--questions like these: "What is the best thing I could possibly do to help people all over the world? There is a lot of suffering. Is there anything I could do in my lifetime to relieve the suffering in either body or mind? Is there any special service I could train myself to do that would help large numbers of people in any way at all?"

Ask yourself a lot of questions like that. By spending only a couple of minutes a day, over a period of time, you may be able to hit upon some idea that will serve as your greatest aim in life. That may be a great moment for you, because when you once decide upon some real aim for your life you will be happier than ever before. It will then be easier to do away with any habit that could possibly stand in the way of your goal. You will be much happier, as you practice good habits that help you to carry out your aim.

Does Your Every Habit Fit Your Real Aim in Life?

Take this tip from me. Make every habit of yours, every trait of your character, every decision you make, pass this test. If it does NOT pass this test of fitting your real aim in life, then waste no time on it. You will never find your greatest fun in living until you have set up some real aim and start marching toward it with your mind set to reach it.



A True Story About a Little Boy Named Frank

Frank liked to play that he was a store keeper. He and his younger brother often set the dining room table against the wall, gathered up little things high and low from all over the house to put on that table, and played that they were keeping store.

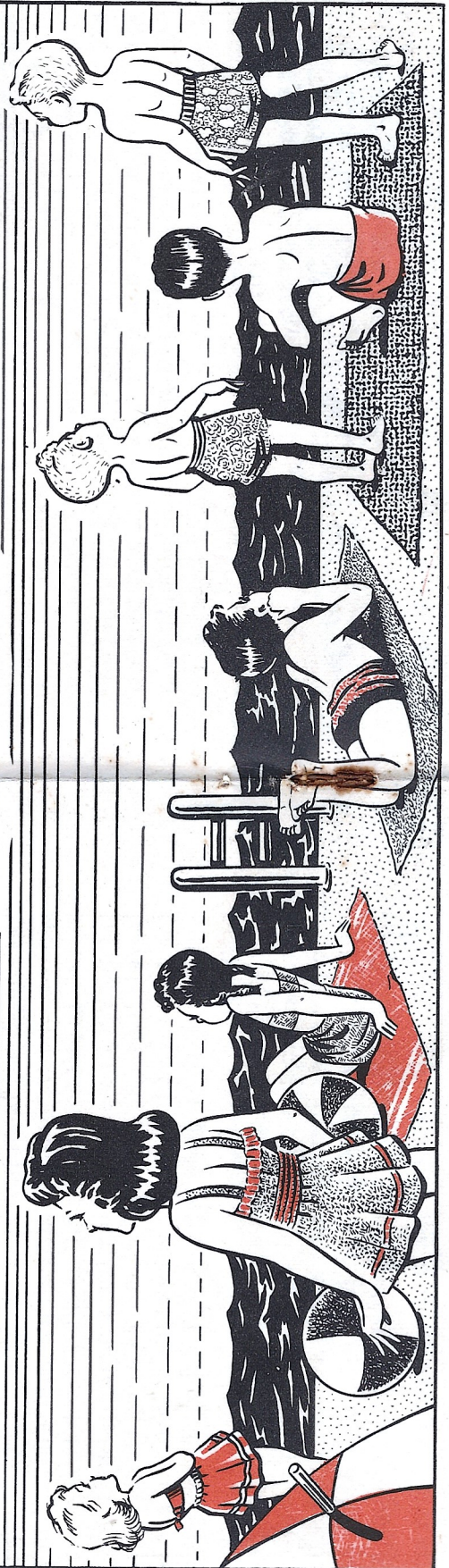
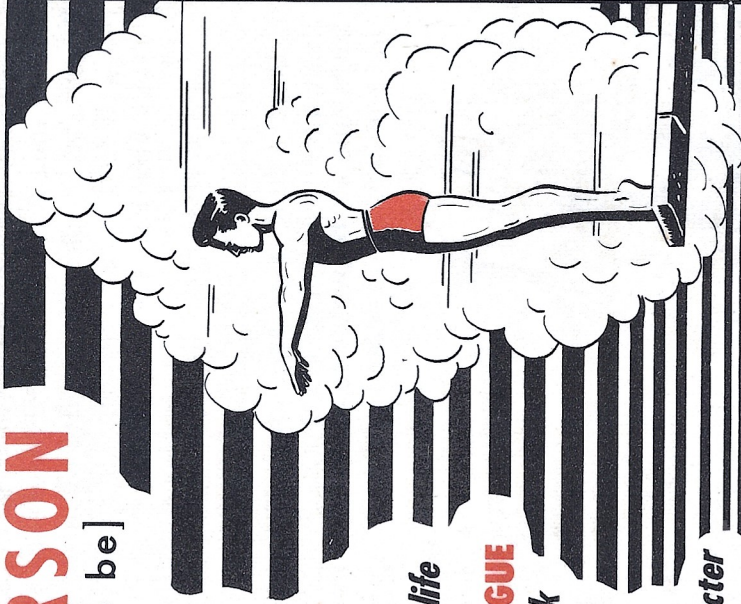
Little Frank's last name was WOOLWORTH! You have no doubt been in one of Frank's 5 and 10¢ stores just as I have been, because there are WOOLWORTH stores scattered in big cities from north to south and from east to west all over the country. Just think of it--all those HUNDREDS of stores were started from the fact that little Frank very early in his life set his aim at being a good storekeeper and a successful manager.

It is true that all boys and girls are not born with an equal amount of natural talent or ability. But remember this: the one who early in life makes it a HABIT to set up AIMS for himself--BIG AIMS and LITTLE AIMS--has a great advantage all through his life!

THE IDEAL PERSON

[The person you want to be]

1. **HAS A REAL AIM IN LIFE**
... and knows how to get what he wants
2. **IS WELL-LIKED**
... and knows the secret of getting the most out of life
3. **KNOWS THE POWER OF HIS TONGUE**
... and how to make it work always to his advantage
4. **HAS PLEASING MANNERS**
... and clean habits of character that are admired by all



There are literally thousands of different jobs in the world so that you should have no difficulty in finding one ideally suited to your interests and talents-- if you start looking now. But whatever you choose, you will find most happiness in work that benefits not only you, but others.

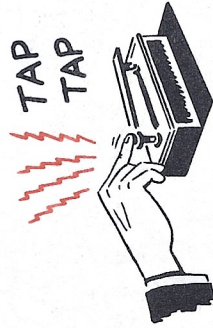
Be Sure to Make "SERVICE TO OTHERS" Your Chief Aim

Hundreds of years ago, when Alexander the Great lived, a man was called great who could compel a very large number of people to do as he said. The larger this number, the greater the man, they thought.

But in this age, we think men are great who make it easier for other people to live and get pleasure out of life. The more persons a man helps and the greater the change he makes in their comfort and pleasure in life, the greater he is thought to be.

For example, let's consider Thomas Alva Edison for a minute. When he was young, he rescued a child from being run over by a train, and to show his gratitude the child's father taught Edison to be a telegraph operator.

Tommy was not satisfied to become an ordinary telegrapher. He worked at one of the best telegraph operators in the world and knew all about it.



Then he began to invent new ways of using electricity and magnetism. He found out by hard work the best possible way to make the electric lights that are the most widely used of all his inventions.

One day he said, "I can make a machine that can talk." His helpers could not believe this at first, but Tommy Edison worked at a machine until it said in a squeaky, little voice:

"Mary had a little lamb,
Its fleece was white as snow,
And everywhere that Mary went
The lamb was sure to go."



But of course he kept on making this machine better and better until it became our present phonograph.

He also invented the kinetoscope or moving picture machine. At first this was successful only with rapidly moving objects, but as usual, he was not satisfied until he made it just as good as he possibly could make it.

The next time you walk the lighted streets at night, hear a phonograph or see a motion picture, remember that Thomas Edison not only invented these things but that he kept on working at them until he was satisfied that he could make them no better.

An early teacher of Tommy Edison once called him a dunce. But that was a mistake. No teacher can tell by looking at a boy or his Report Card what wonderful possibilities may be wrapped up in a brain when it is driven by a self-selected aim in life.



**CONSIDER THESE QUESTIONS.
THEY ARE VERY IMPORTANT.**

**Would You Need to be Rich or Poor
In Order to be Famous?**

Neither! For example, George Washington was a rich man's son. Abraham Lincoln was a poor boy. Both men achieved greatness. Both did the best they could in the times in which they were living.

**Would a Whole Mountain of Money
Insure Lasting Happiness for You?**

Suppose that your house is made of pure gold. Your garage is also made of gold. The sidewalks all around your place are made of gold. Suppose that you have pile after pile of hundred dollar bills or thousand dollar bills racked up like wood all over a whole acre of ground back of your house.

Would all that money make you entirely sure of happiness the rest of your life? No, not by a long shot! I'll tell you the reasons why not. First of all, if you had that much money, every Tom, Dick and Harry and all their uncles and aunts would be trying

to get the money away from you. That would make you unhappy. Then you would learn that someone was stealing money from the back part of your yard. That would make you feel worse; you would sit up all night guarding your wealth. You would grow tired and angry; your blood pressure would shoot up to the boiling point. Certainly this is not happiness. In fact, you would be miserable just because you had so much money.

**Do You Want to Know the
Secret of Happiness?**



Let me illustrate for you the secret of happiness so you will be sure to remember it. Suppose that two children, John and Mary, are building a large playhouse out of big home-made blocks. A small neighbor boy, named Carl, who is very much spoiled comes over and says, 'That's an ugly house--I don't like it' and he kicks in the side, causing most of the blocks to fall down. John and Mary naturally are provoked at Carl and feel very unhappy in spirit because they are so disgusted. Was Carl himself happy? Of course not! How could he be? He had caused others to be

unhappy. He never in this world could make himself really happy by making others unhappy. Happiness comes only from GIVING happiness.

Never Knock Down the Other Person's Blockhouse

Now, let's look at another neighbor boy, named Arthur. He speaks to John and Mary as friendly neighbors. He says something nice to them about their playhouse. "That's a nice house," he says, "I like it." And then he reaches down and picks up two blocks. One he gives to John. The other he gives to Mary. "Now, build some more on your nice house," he says. Did Arthur make John and Mary happy? You know that he did without my telling you. Did Arthur make himself happy? You know that he did.

Let us remember this important fact all the rest of our lives. Whenever we find fault or say anything unkind, it tears down the friendly spirit in the person we are talking to. When we do anything destructive, such as Carl did in kicking down the block house, we not only tear down the blocks but we tear down all feelings of happiness in the block-builders themselves and this in turn makes us unhappy, too. When you say pleasing and kind things to others and do helpful, constructive things for them, it makes EVERYBODY happy! And that's the only way I've ever found which leads to real happiness.

So, try to choose a life-aim for yourself that will enable you to give the greatest amount of happiness and do the greatest amount of good to others.

Suppose someone gave you a million dollars on the first day you started to school. You would not need to study or do any kind of work so far as making a living is concerned, but if you did not work and do your part in life, you could be very unhappy in spirit --as unhappy as the poorest boy or girl you ever saw.

What Would You Say is More Important Than Money?

Of course, it is true that a certain amount of money is necessary. Shelter, food and clothes cost money. Quite a few other things cost money, too. But beyond a certain point, more money would not bring any more real happiness.

What, then, at that point, is more important than money? Three things. They are: First, a feeling of security (as in belonging to a family circle.) Second, the love of friends and relatives. Third, success. If you owned all the money in the whole world, but lacked any one of these three things (1) security (2) love or (3) success, you would not be entirely happy even with all your money.

Your money alone does not say that you are successful. The only success that gives you any deep feeling of happiness is that which results from your own work and effort.

Notice the picture on page 32. Read carefully the words under that picture. You will see that many of the best things in life are entirely free. Your happiness depends most of all upon such blessings as fresh air to breathe, warm sunshine (which keeps us all from freezing to death), pure water to drink, good food to eat, and a kind, friendly spirit between yourself and all of your relatives and friends.

How Can You Be Sure of Success and Happiness?

Haven't you often wished you could be SURE of Success and Happiness? Well, here is good news for you! If you go about getting your success in the right way, you not only can be sure of winning fair success but also happiness for yourself at the very same time. Remember this: Your greatest happiness will come from your success in doing for others things which they appreciate.



No coin of any country can buy you the warming sunshine or the cooling rain, the songs of birds, and the fresh smell of growing things, nor can it buy you friends or put a feeling of appreciation in your heart. These are free. They are yours for the taking.

**What's the Use of Your Dream
If You Don't Make It Come True?**

I don't know whether you happen to remember many of your dreams or not. But I imagine you have dreamed more than once about the success which you will enjoy when you are grown up.

Let me ask you this. Would you like for me to give you the quickest and the surest way to make your fondest dreams come true?

All right, I am ready now to give it to you. I will give you my plan in the form of three secrets.



SECRET NUMBER ONE is this: YOUR life is worth planning--and you need to plan it much farther ahead than the end of your nose!



SECRET NUMBER TWO is this: Be sure to get and follow the best advice possible about your planning.

If you and I were going to construct a large beautiful office-building, we would not waste our time talking to a builder of small chicken coops. Instead we would seek the advice of an expert designer who has had much experience with the kind of building we want. Certainly, the building of your life itself is more important to you than any office building in the world and you should get the very best advice you can about planning it.

While thousands of babies are born in this world every day, most of them will grow up and die of old age without even realizing the great benefits of **SECRET NUMBER ONE** and **SECRET NUMBER TWO** or putting into effect the next most important secret of all!



SECRET NUMBER THREE is this: Take the STAIRWAY! Actually DO some SMALL thing each day in the direction

of your goal. Don't ever try to get upstairs from downstairs in just one single jump!

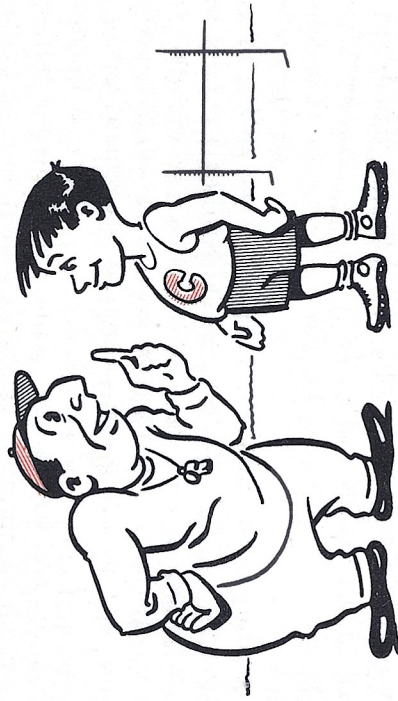


The High Jump Contest

Let's look carefully and see how this secret works. Let's take an example. Three boys, Lee, Bert, and George, who are about the same age have been told that in 30 days a good prize will be given to the one who succeeds in winning a high-jump contest.

Since Lee was a little taller than the other boys and also considered himself much better in athletics, he didn't think it was necessary for him to have any special plan of training at all. In fact, he never even thought about a plan of any kind. He just figured he would come out all right WITHOUT training.

Bert was different. He used his brain. He had sense enough to know that when you set out to win any goal or prize in life, it's a good idea not only to have some kind of a plan for success but to get expert advice about the plan. Bert did that. He saw an athletic coach and got some fine suggestions from him about the best way to get over the high-jump pole.

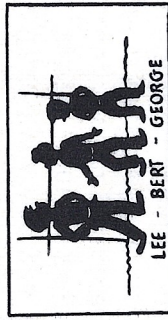


Just one little point was wrong with Bert's method. Can you guess what it was? I'll give you a tip. Bert knew he needed a plan all right--to win in a contest with Lee who was taller. He also knew it was wise to get expert advice about his plan. He found out the

best style for him to use in getting over the bar without touching it. But the contest was only two weeks away. One thing and another came up to delay his talk with the coach. He figured that two weeks would be more than enough time for him to get in shape, anyway, since the coach had told him what form to use in jumping. In fact, he didn't practice very much during the week after he saw the coach because he thought he could practice harder the next week and make up for any lost time.

You no doubt have a very fine-working mind. If so, you will know from what little I have already said what was wrong with Bert's plan. You know without being told. He should have started to work at once. HE WAS TOO WILLING TO PUT THINGS OFF UNTIL THE NEXT DAY.

All right, now let's take a good look at the third boy, George, and see what he did. George was not as



tall as either Lee or Bert. So he used his head. He figured that his only chance to win that contest--with taller boys in it--would be to do something UNUSUAL in the way of PREPARATION. That thing he really did. He went to the telephone. He didn't wait, as Bert did, for two weeks to roll around and be wasted! Not George! He lost no time at all! On the very first one of the 30 days before the contest, George asked the coach for an appointment to see him just a few minutes as he wanted a little advice. The coach said, "Sure, George, I'll be glad to help you. Come over to my house--right away if you wish."

George was over there in almost no time at all. And the advice which that fine coach gave George was important for two reasons. First, it resulted in George winning the high-jump contest over boys taller than he was. Secondly, George had learned one of the great secrets of success in life.

And just what was that great secret? What did that coach tell George? He told George to "Take the Stairway" --to use the "Stairway" method of preparing to win his prize. He meant that after being shown the best style of jump for him to use, he should approach his goal by simple, easy steps, learn by doing and **MAKE EVERY DAY COUNT** in practice.

That makes sense, doesn't it? George was advised not to try to jump over the house to start with. He was told not to set the bar up too high in practice at first, but to keep the bar at lower levels until a perfect style had been achieved through practice dozens of times each day. Then, the coach told him, he could raise the bar, a little at a time, so that success would come by simple, easy steps.

That's the way you learned to walk when you were a baby. There was only a little improvement at a time through practice. That's the way you learned to tie your shoe laces. That's the way you can learn to swim or to become more expert at any game.



You and I have been to the big Circus. We have seen wonderful performances of men, women and animals. Did you ever stop to think that by learning one simple, easy thing after another and then by using

all those simple things as a part of some great plan, the result may be outstanding?

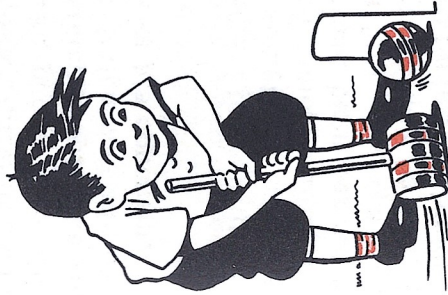
When anything on earth seems beyond your reach, if it is something you really want and is at all possible for you to get, then take one step at a time toward it. Take the first step without delay and keep going.

How a Boy Won a Championship

Some years ago, at Lakeside, Ohio, up on Lake Erie, I was with a boy who seemed very anxious to win a National Secondary Roque Championship. (Roque is a game like ordinary croquet except that it is much more scientific.)

This boy, named Ralph, was younger than most of the other players. If you had seen all of them in practice, you would have had a hard time picking the winner in advance, because several of the best players appeared to be equally good.

What could Ralph possibly do to win First Prize in a case like that? He could not practice more than the others because the playing Courts were all in use. Then what could he do? Ralph started to use his head. He had heard of the "Stairway Method" -- the step-by-step method -- of getting what he wanted as a part of a far-reaching plan. So he decided not to TRY to win more than one game at a time! He would not waste any of his energy worrying about the outcome of the final games before he had finished the first one. He gave his full time to one game until after it was played.



What Ralph Did To Win Each Single Game

Before starting his own game, Ralph noted the strongest and weakest points in his opponent. He planned all the different plays he might make during the game.

That was not all Ralph did. Roque requires a wonderful amount of nerve and self-control. He knew that if the onlooking crowd was in a very friendly spirit toward him, it would help him to be perfectly calm and cool as he tried the most difficult shots. So Ralph took good care to make people like him. (You will see examples about making people like you in the next book of this Course.) Ralph was admired even by the relatives and friends of his opponent.

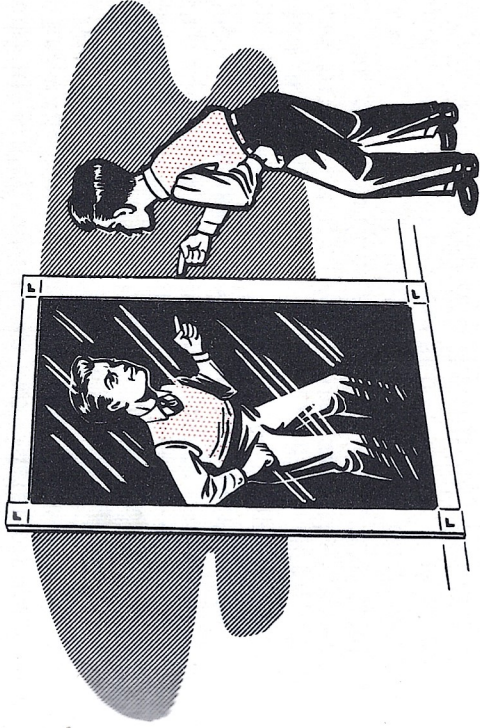
Ralph Faced a Crisis

Even though Ralph had been careful to keep himself in the best physical condition, something happened just before the last game which almost ruined his chances of winning. Something had been served at dinner which seemed to poison him. He was sick and weak as a cat. Judging by the way he felt, it looked as though he would have to forfeit the important championship game scheduled for that evening.

But Ralph had in him the kind of stuff out of which champions in the game of life are made. He went into a huddle with himself. Relatives of his had driven 200 miles to see that game. He could not let them down. So he prayed. And in the quietness of his own room, he talked to himself in the mirror.

You Can Do Wonders With This Great Success Secret

What did Ralph say to himself in the mirror? What was that great success secret he hit upon? If you were to read a hundred big books filled with success



In that prayer and in that challenge to himself, Ralph hit upon a success secret which made him champion in that National Roque Tournament.

rules, you would not find a single one with more power to do you good and to help you the rest of your life than the one Ralph discovered up at Lakeside. So read carefully what follows and apply it EVERY DAY of your life!

PLAY THE PART OF THE PERSON YOU WANT TO BE!

Here is the simple, but wonder-working secret: **PLAY THE PART of the PERSON YOU WANT TO BE!** What kind of person did Ralph want to be during that last game which would decide the Roque Championship? You are right. You guessed it. He wanted to be **CHAMPION**. All right, then he would play the part of a champion!

What does that mean--to **PLAY THE PART OF A CHAMPION**? Does it mean that Ralph should walk

around all puffed up like an excited turkey gobbler? You know the answer to that: No--a thousand times no! Because a well-liked champion should be perfectly modest.



What about his self-control? Since people expect a champion to make almost perfect shots, does that mean he should show disgust at himself when he misses a shot and throw his mallet down on the ground with a bang? Well, you know the answer to that, too, so I don't need to tell you. Certainly if anyone in the world is expected to use his head, and common sense, and perfect self-control, it is a champion. So, when talking into the mirror, Ralph said to himself, "This is it--tonight's the night! There may be physical difficulties to overcome, but there will be no alibis. You are going to ACT like a champion in EVERY way! Collect all your forces of courage, strong nerve and self-control. Show no bad feelings if you fail to win. But remember this: the way to do your best is to aim at only one shot at a time and take plenty of time to aim BEFORE you shoot."

HERE IS A HARDER QUESTION

Now, we come to a harder question. Watch your step here. Should Ralph tell some of the spectators that his stomach is so upset he has hardly been able to hold his head up? Would that not make the crowd more sympathetic and also furnish him with an excuse for not winning in case he happens to lose the game? What do you think? Is a champion strong? Or is a champion weak? Who wants a so-called champion who is so weak that he has to make alibis and excuses? For my champion, I'll take the one who goes into a game with only one idea of doing his best to win in fair play. If his doctor tells him not to play, then he should not play. But if he decides to

play, then he should not make excuses either before or after the game. He should follow this rule: DON'T MAKE EXCUSES! MAKE GOOD!!

When a champion plays a game, he makes every play and every shot the best he can. If he wins, he doesn't crow about it. If he loses, he is a good sport. He praises his opponent for a fine game in a hearty, friendly spirit. That is my kind of champion. I imagine that is your kind, too. And that was the kind of champion Ralph pictured himself to be!

You Get Greatest Happiness When You Set Your Own Goals

If someone had merely told Ralph to try to win the game--and even if good advice had been given to help him, that would not have been enough. Ralph not only had the very deep desire in himself to win, but he set out to study his problem as to how to win and then carried out his plan. When he talked into the mirror he told himself just what to do and he followed those instructions to play the part of a champion in the last and most important game. He won First Prize.

Why have I told you this story about Ralph? Because it contains an important secret that has the power to change the whole course of your life. That secret is: PLAY THE PART. Play the part of a Champion, or of an Ideal Person--the Person you WANT to be. There you have it. Master this secret, use it every day, and you will have something more valuable to you than anything you have imagined in your fondest dreams.

Could You Play an Ideal Person For Just One Minute?

If you would command yourself to act the part of an Ideal Person--the person you would like to be--for only one minute, that would be easy, wouldn't it?

Could you do that for 5 minutes at a time? Try it. Could you do it for as long as 10 minutes at a time? All right, try it and SEE if you can! Could you do it for a whole hour? What about a half day? Try it! It won't kill you. Or, what about a whole day? Well, try that, too. If you can do it, then I will say, you are really getting some place.



But don't try for a whole week. Remember that you live only one day at a time. That's enough to live at one time if you do it right. Every 24 hours there is a new sunrise. That gives you a fine, fresh start each day. So each evening after you climb into bed for the night, check back over the day just past to see if you can think of any improvements, you would like to make in your sayings or doings or your spirit toward others tomorrow. Try to live each day as it comes in the very best way you know how.

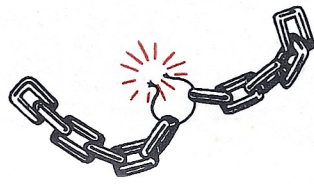
Use the stairway method--the step-by-step method --of becoming the person you want to be. If you live one day at a time and make that one day count for the most working toward your goal--just as Ralph worked on each single game in its turn--the weeks will take care of themselves. So will the months and the years! Say goodbye to New Year's Resolutions. You won't need them after you start using the Stairway method. It is much better for getting what you want.

How to Be the Person You Dream Yourself Sometime to Be

Haven't you often admired the person who is making an "all-round" success in life? He is strong physically, his mind is alert. He has courage to do the right thing; people like him; and he is always helpful to others.

Have you not also wished that you could make of your own life an "all-round" success? Remember that a chain is no stronger than its very weakest link.

You can easily demonstrate this to anyone who doubts it. Take two sections of links in a log chain. Connect the two sections with one link made out of a piece of twine or thread. That chain has no value for practical use so long as that weak link is in it, because the moment the chain is used for pulling, it will instantly break at that weakest link--where the twine is.



What Does this "Weak Link in a Chain" Idea Have to Do With You?

This weak-link idea may have a great deal to do with you and your success. It has with most of us unless we are on special guard to strengthen all weak places in our chain of character habits. For

example, turn again to the center-spread of this book, pages 24 and 25. Notice that The Ideal Person--the person you want to be--has listed four important points. If you and I allow a single link to be weak or broken at any of those four points, it means that our entire Personality Chain will be no stronger than that weakest link!

So, it is a very wise idea to set up your goal and aim direct at the idea of making yourself as nearly as possible like that person you really want to be.

Don't Allow Yourself Ever to Be A 'Half-Way Between'



You would have been tickled if you had heard some of the remarks made by one boy when he and I were talking about a plan for his life. When I asked him whether the idea appealed to him of making his life

count like Thomas Edison, Louis Pasteur, and others I mentioned, he replied, "Yes, I don't want to be a bum!"

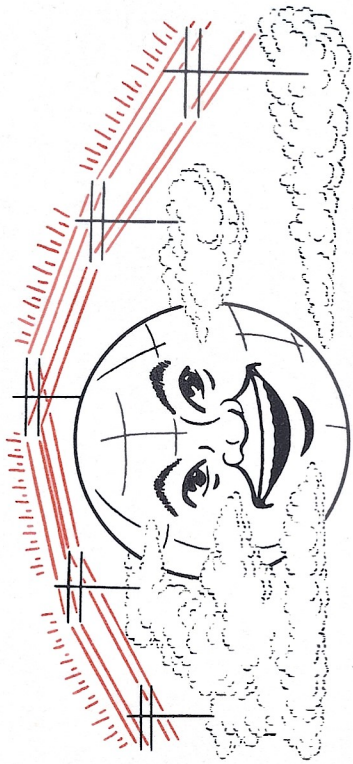
A little later, when talking about "The Ideal Person" or the person he wanted to be, that same boy remarked that he also would not want to be a "Half-Way Between." He meant that he would not want to be half-way between the two extremes--a "bum" with no aim in life at the bottom of the ladder or an ideal person with high aim in life at the top of the ladder.

Just for fun, I asked that boy this question: How far away from being a bum do you want to be when you are 40 years old? If you don't want to be a 100% bum or a 90% bum or even a 50% bum--the "Half-Way Between," what about being a 25% Bum and 75% Ideal Person--meaning a "Part-Way Bum" but mostly like the person you want to be? His answer was the same as yours and mine would be. He wanted to kick the word "bum" clear out the window, as I did, and to start talking right away about the best way to make himself the kind of well-liked person he really wanted to be.

I Liked This Boy Because He Wanted to Learn

If there is one thing I like more than anything else in a boy or a girl, it is an open mind--a willingness to be taught--an eagerness to learn. Do you remember Jack whom you met back on page 4? Jack suggested to my father how wonderful it would be if a young person could start out early in life and have the benefit of all the lessons older persons had learned from experience.

You can easily see, as I can, that the most valuable lessons in the world, even though clearly explained in the following lessons of this Course, would not be



**A Message 'Round the World
In 1/7 of a Second!**

worth anything to those who insist upon learning all lessons the hard way. "You can send a message around the world in 1/7 of a second," said Charles F. Kettering, the great research engineer; "yet it may take years to force a simple idea through 1/4 inch of human skull."

Let's take a hint from Kettering. Let's have an open mind the rest of our lives. Let's learn what we can from others who have had more experience than we have had in any particular line. We can save ourselves a lot of valuable time, a lot of money, and perhaps a lot of heartaches. Let's be "teachable" now and keep on being that way just as long as we live.

When I was conducting a clinic for boys and girls, one boy had traveled a distance of 200 miles with his mother to talk with me. As they were preparing to leave, I asked the boy if he felt it was worth driving such a long distance to receive the help he got in only two hour's time. His kind reply was that the help was worth his coming from twice as far. That boy was teachable! The trip was more than worth his time because of the fact that he was willing to learn-- and WANTED to learn.

Have you found this first part of your Course interesting? Have you found it helpful in starting your mind to work along lines that may lead to a more successful life for you? If your answer is "YES" to both of these questions, that is a good sign to me that you are very teachable. It also is a good sign that you are going to get wonderful benefits from each one of the following lessons.



You will find the next lesson more than interesting because it tells you HOW to make people LIKE you.

A few days after my Summer Camp for Children had started, I asked every boy and every girl to write down on a big sheet of paper the names of all other boys and girls at camp and rank them 1, 2, 3 and so on in a list, according to their popularity. The girl who was the most popular of all and best liked turned out to be Anna Jane Churchman of Detroit. Did she have a more beautiful face than any of the other girls? No one at camp judged her to have. But she stood "TOPS" on almost everybody's list. Would you like to know why?

In Book 2 of this Course, entitled, "The Secret of Making People Like You," I'll tell you the reasons why Anna Jane Churchman won the heart of everyone who met her and how you, too, can be as popular and as well-liked by those who meet you.