

How to Make Your Dreams Come True

Part THREE

GREAT THINGS YOUR
TONGUE CAN DO
FOR YOU

Strachan

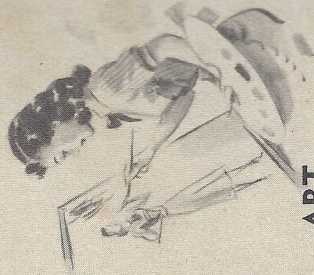




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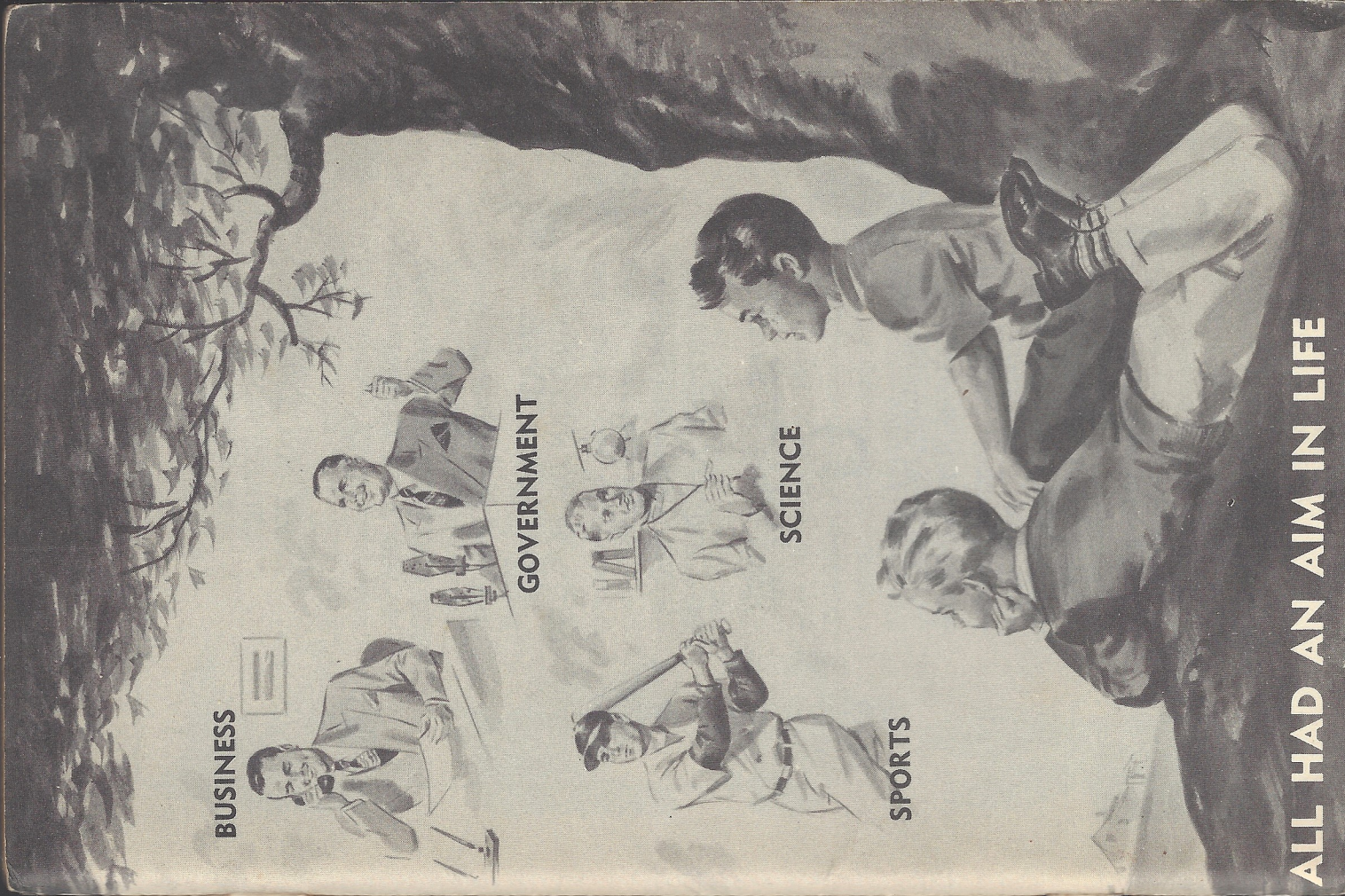
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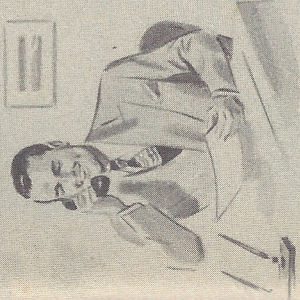
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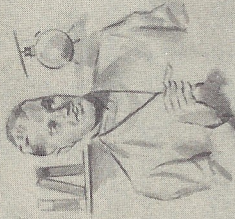
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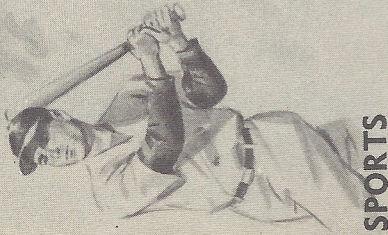
BUSINESS



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

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GREAT THINGS YOUR TONGUE CAN DO FOR YOU

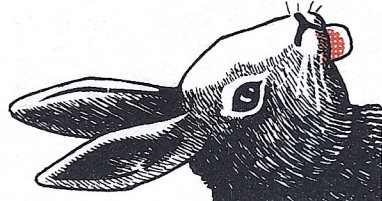
Is Your Tongue Like An Animal's Tongue?

Have you ever thought that your tongue is WORTH more than theirs? Of course, you use it each day to push around the food in your mouth so that you can chew it better, and so that you can digest the food better, too.

But that isn't what I mean. Even animals can use their tongues that way. Dogs and cats, horses and cows, sheep and pigs, rabbits and monkeys all use their tongues to chew and digest their food, just as you do.

But YOUR tongue is different! It can do a HUNDRED TIMES more than an animal's tongue. Pick out any animal you see on this page--it makes no difference which one. Your tongue is different from that animal's tongue. Do you know why? It's BECAUSE YOUR TONGUE CAN BE TRAINED!

Yes, that's it! Your tongue can be trained and an animal's tongue cannot! From the time the animal is born, until it dies, about all its tongue ever does is just roll and push around the food in its mouth.



But your tongue can be trained to do wonderful things for you and for others, too.

You and I and every living man, woman, and child have two great powers which set us above all other creatures on earth--(1) the power to REASON, to think things out, and (2) the power to tell others what we are thinking. Here's where we use our voices and shape the words with our tongues!

Your power to speak can have marvelous results IF YOU USE IT IN THE RIGHT WAY! It may have terrible results if you use it wrongly! Fortunes and friends have been made or lost by tongues that say words of love and friendship or words of anger.

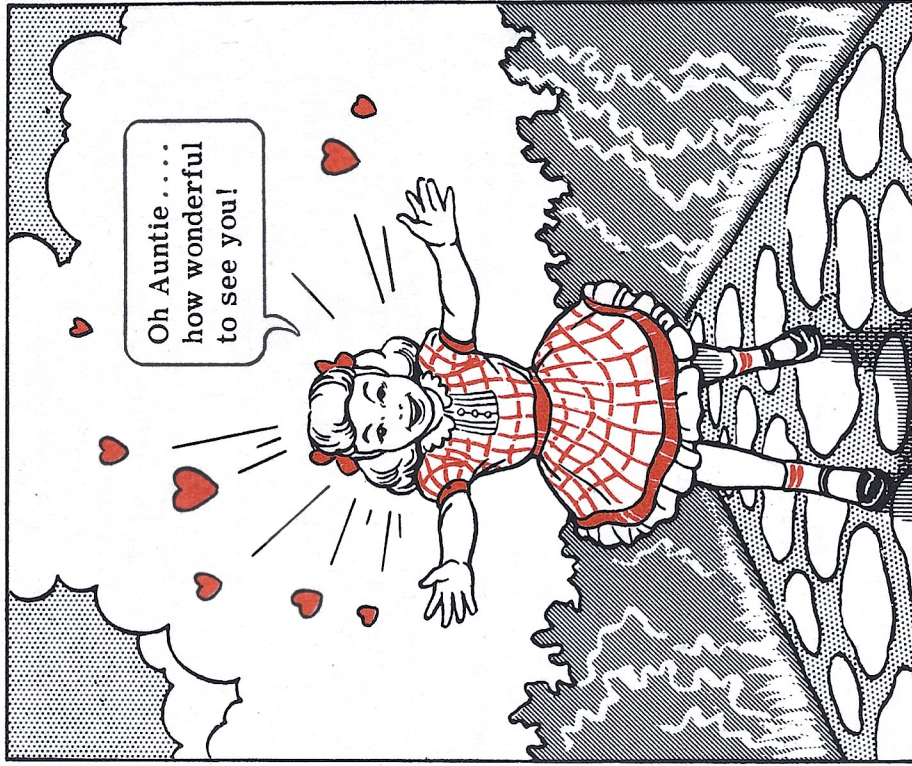
So this little book may be worth to you many times its weight in gold if you can learn from it, first how to reason and think things out--and secondly, how to speak in a way to gain the greatest happiness for yourself and others. These two great EXTRA powers connected with your tongue give you a chance to win much more happiness than you could possibly enjoy without them.

Your Tongue Can Help You to Control Your Whole Life!

Instead of permitting YOUR tongue ever to be careless and to express thoughts that are bad or harmful, learn this exciting fact--your tongue, if properly trained, can control your body and your entire life. It can have a value far above your highest dreams.

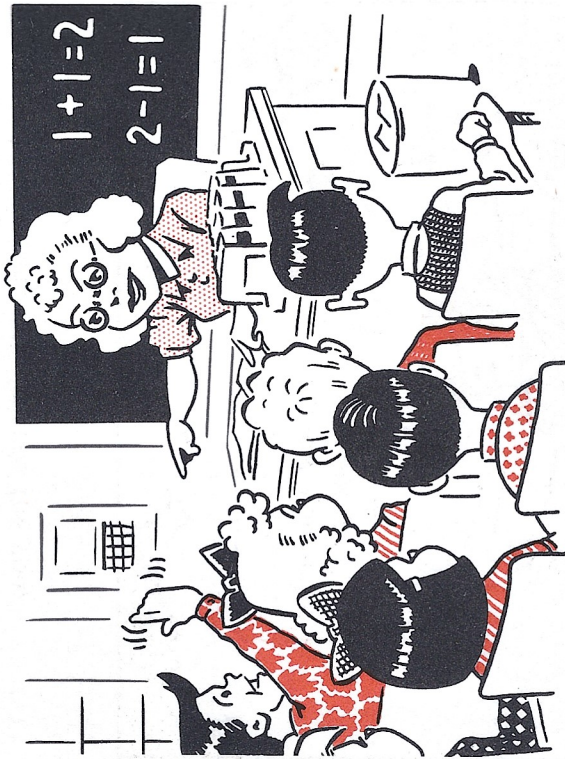
Since that very same tongue of yours is used to send out a blessing or a curse, a kind word or an angry word, it is a great idea to remember that your tongue is the guard and speaker for your life! Watch it! Take care that no word it forms will ever make an enemy to work against you. Teach it to say only those things that make other people like you. Train

it always to suggest the goodness in your heart and character. Make it skillful in helping others to be happy and in winning new friends for you.



This is the girl who won the hearts of all! She had her tongue in the HABIT of saying things that are pleasing to others.

TOMMY AND HIS SCHOOL TEACHER



I want you to hear the story about Tommy and his school teacher. Tommy was a boy who was very interested in things and he would ask questions all the time.

One day, when school had just started after the summer, Tommy had a new teacher because he had gone into a higher grade. This teacher didn't know about Tommy's curiosity and his continual questioning. So here's what happened.

Tommy began to ask a few questions in class--not to be smart, but because he wanted to know the correct answers. His teacher misunderstood him and thought that he was trying to be like a smart-aleck. She thought he was trying to get her to change her mind about something she had already said. Of course, Tommy had no such thing in mind. But his teacher became very angry. She really lost her temper and she said some unkind things to Tommy which made him feel badly.

If you were Tommy, what would you have done in a case like that? Should he have talked right back to his teacher and run the risk of having himself reported to the School Principal? Should he have pouted and have been very sullen and mean? Or should he have used his head?

Well, Tommy decided to use his head. He studied his lessons along with the rest of the boys and girls in class until school was out and he acted as if nothing had gone wrong. He tried to be very pleasant and as good as possible.

But when he came home for lunch, he told his mother exactly what had happened. He asked his mother if she had any suggestion for getting the teacher over her unfriendly attitude. His mother thought for a moment, then handed him a book and said, "Maybe, Tommy, you'll find some help right here on this page--it talks about temper--let's read it and see."

That proved to be a very good suggestion because Tommy saw a certain drawing on that page which gave him a very fine idea.

"Mother," he asked, "what about letting my teacher see this drawing and asking what SHE thinks about it?"

Tommy's mother thought this over very carefully and then she said, "Why, yes, Tommy. Why not? You have a good idea there. Your teacher is very unhappy with you now and she's out of temper, but when she sees you come to her without a single trace of temper yourself, and in a perfectly friendly spirit, she certainly will read what you ask her to and maybe the reading will help her."

When Tommy got back to school after lunch, he had the book with him and he smiled as he went up to the teacher and handed it to her. He told her that the drawing on a certain page had helped him a lot and

that he would like to have her see it and tell him what she thought of it after she had studied it.

What was the result? Talk about miracles. This was amazing! On that evening of the very day the teacher had lost her temper with Tommy, his mother received a telephone call. It was from the teacher and she said she was very sorry that she had spoken unkindly to Tommy that morning. She had misjudged him and now she said she admired his self-control very much and she would never say an

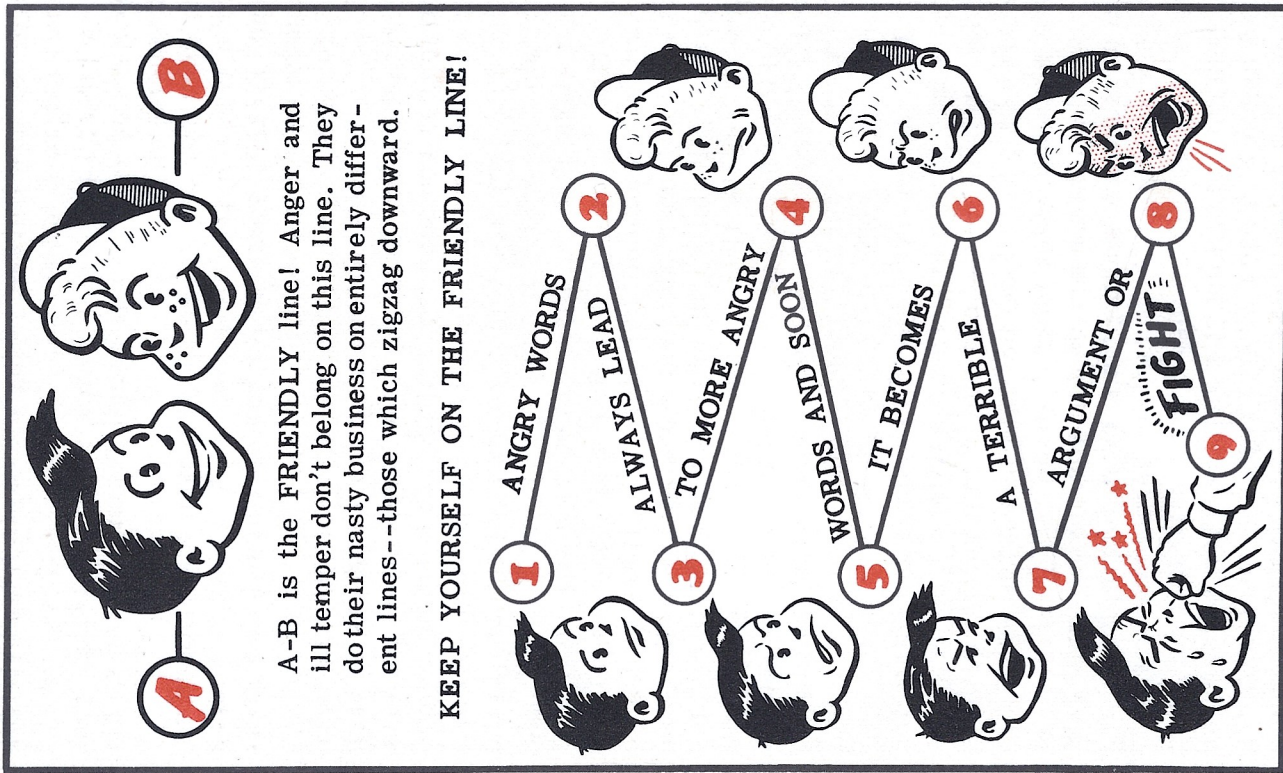
unkind word to anyone again! Think of it! Just imagine a boy or girl like yourself using his head and keeping control in a way that a teacher felt sorry for what she did! You know, it is one of the hardest things in the world for a person to say, "I'm sorry!" So that plan which Tommy used must have had something wonderful about it.



THE PLAN TO CONTROL TEMPER

All right, let's look into this marvelous plan and see what makes it tick. Let's notice this simple drawing which Tommy showed his teacher. You will see it is on the opposite page.

Friendly talk between two persons is always on a high level like the top line marked A-B. Here both parties are showing self-control and reason in talking to each other.



A-B is the FRIENDLY line! Anger and ill temper don't belong on this line. They do their nasty business on entirely different lines--those which zigzag downward.

KEEP YOURSELF ON THE FRIENDLY LINE!

Make sure that everything you say is friendly, from the first word to the last. That's the way you can add new power to your life. So master that drawing. That is the kind of a drawing which Tommy showed to his teacher.

When you are grown up, and even many times before you are entirely grown up, you will look back and THANK yourself for having learned this great lesson in self-mastery.

To make sure we understand this important business, let's take that drawing apart and put it back together again. Take any talk between two persons. So long as you see them smiling and laughing together or just enjoying themselves as they talk, that is a sign that they are happy, as they should be. In the drawing, we would say they are on the line A-B, the high plane of friendship, reason, and self-control.

But if either one of them should speak an angry word that is not on this high plane of friendship, here is what happens. The next word spoken by the other person will also be an angry word--most likely angrier than the first person's word. Each one will make the other more angry and the result is a downward zigzag as you see in the lines--and that zigzag leads to hatred and misery and often to physical harm.

The numbers you see in the zigzag line stand for the words spoken by persons who disagree on an unfriendly basis. The odd-numbered words are those spoken by one person; the even-numbered words are those spoken by the other person.

Now here is a question for you. What would YOU do if you were making the second, fourth, sixth, and eighth statements? It is your very important business to halt all of this zigzag talk that is going downward and making you and the other person hate and argue with each other. Yes, you must stop the zigzag and take all your words and put them on the

high plane of friendship and reason and self-control. This is not always easy to do, but once you have learned from experience how to do this, then you are really getting some place.

Self-control is a mark of strong character. Whenever you see any two persons argue before a crowd, the one who keeps cool usually has a big advantage over the one who shows temper. Even the crowd plays favorites and it is usually on the side of the person who keeps himself under control. Do you know why? Because people like to see an angry spirit whipped and a friendly, kind spirit rewarded.



So always remember that wherever you are, people will admire you if you show them that you keep

your self-control. And you will be better off, too, because you will be less likely to get into trouble.

WATCH YOUR FIRST WORD

Remember we said something about the first word you speak to another person? Well, there are two things which those zigzag lines on the drawing teach us. First, we must watch carefully to see that no single word of ours will tempt the other person to feel that we are unfriendly or angry. The first word we speak is going to start us off either right or wrong. If we do not say the right things, we cannot expect the other fellow to say the right things, either. And then we are off to a zigzag which can make our argument worse and worse. Let's be friendly and make our spirit understood.

The zigzag line teaches us another thing. If the other person says something to us first--something that might make us angry, then we must manage our own tongue so that we can answer him in such a friendly way that he gets quickly back on a friendly level himself.

No person is apt to make you angry or upset you if he knows that you have a perfectly friendly spirit toward him. So whenever you and someone else talk, remember to guard your tongue and show a friendly feeling. By controlling yourself, you will be helping him to control himself and then both of you will be right back on the high plane of friendship.

CONTROL YOURSELF NOW!

To say, "Control Yourself Now!" may sound useless until you see what is meant. Most people think the only time to control themselves is when they are already in the midst of the temptation to be angry and to argue. But that is the very reason why people so often fail to control themselves. They wait until it is too late. They have not prepared themselves

in advance. Decide NOW--while you are able to reason things out, and while your brain is clear--to control yourself when anyone else uses harsh words. Decide to stop any sharp words of your own before you say them. Afterwards, it is too late! Stay always on the high, friendly plane.

You may say to me: "Mr. Beery, don't you know that's pretty hard to do--to stay up on that high plane always?" Certainly, I know it's hard. I've had to control myself many times. And because it's hard, I am going to give you a wonderful plan for winning self-control--a plan that will succeed for you without fail if you read it very carefully and apply it. Then you will be admired by all for your self-control. The plan is really very simple. There are five points to it. Here is the first one.

POINT #1 -- In Winning Self-Control

Act Like a Grown-Up! Don't Be A Spoiled Child

As a baby, you learned to crawl and then to walk and finally, to run. If you had never learned to walk or run and people watched you at your age today crawling along a busy street, they would think something was pretty wrong with you--either in your body or your head. And they would think exactly right. If you still crawled like a baby now, as a pretty big boy or girl, there WOULD BE something wrong!



Now let's think about something else concerning the way you were as a baby. When you were a little tot, you demanded a great deal of attention from others by crying, screaming, kicking out with your hands and feet, and all kinds of other tantrums. It



was natural for you to be very selfish as a baby because you were helpless and didn't have the power to do much of anything for yourself. So you couldn't do anything for others, either.

That was all well and good for the time when you were a baby--just as it was right for you to crawl on your hands and knees when you were a baby. But, now, here comes your first question about this acting like a baby. Suppose you are a full grown man and in a childish way you demand that others do things for you--much like the way you tried to force them to do when you were a baby--what happens? Will grown-up people stand for such business? Will they like you? Will they want to do what you demand when you tell them in a wrong way?

You know that the answer is a two-letter word, starting with the letter 'N' and ending with the letter 'O.' There are laws which govern the friendly or unfriendly relations you have with other human beings just as there is a law which governs the falling of a stone to the earth.

A long, long time ago--about 2,000 years ago--a scientist made the following suggestion to Caesar Augustus, a great Roman Emperor: "Remember when you are angry, to say nothing until you have repeated the twenty and four letters to yourself." (There were only twenty-four letters in the alphabet in those days.)

You may recall from your school work that Thomas Jefferson suggested, "When angry, count ten before you speak; if very angry, a hundred." This rule has been helpful to many persons. The reason is that it allows the angry person's blood pressure to slow down a bit and gives his brain a little more time in which to think. It might keep him from saying unfriendly things that are out of reason.

But that simple rule is far from being enough. You need to know much more than any one rule or any set of rules. You need to know and understand the reasons why it is so important for you to develop self-control.

Did You Ever See A Big Man Who Never "Grew Up"?

Just for fun, let's take a good, close look at a man I know and see what makes him the way he is. He is taller than we are. He weighs more than we do. He may be as strong as we are. He has the ability to think fairly well when he is not angry. But he is the most unhappy and miserable man I know. The reason is that he still acts just like a spoiled baby in so many ways.

It was all right for him to behave like a baby back in the days when he wore a little three-cornered diaper. But when he acts like a baby now after he is grown, people laugh at him. Behind his back they talk about him and pity him. They tell me that even as a small child, THIS

BOY'S TONGUE WAS TOO BIG. Of course, it wasn't quite as big as the artist has pictured it on this page. But what I mean is that he used it too much. He said too many unkind things to others. He was always getting himself into trouble on account of his big, over-worked tongue.

You and I know that he should have used his ears more than his tongue. By listening and giving close attention to the good advice and wisdom of his parents and teachers, he might have learned how to use his tongue. He might have learned how to use it like a grown-up instead of like a baby.

Did you ever notice that the strongest persons--those you admire the most--are quiet and well-controlled? They are not "popping off" at the mouth, telling what they are going to do to somebody or finding fault with someone for this or for that. You have heard it said that a really strong man is short on words and long on action. That is true and we admire that kind of person.

The childish person is just the opposite. He is like a barking dog. He barks and shouts and threatens. He is long on words, wind, and bluster but short when it comes to intelligent action. Everyone laughs at him--or dislikes him--or pities him.



I imagine you are like I am. You would rather have the reputation of being a person who is friendly at all times and fair with everyone, using few words and always prepared to use any reasonable action that may be required.

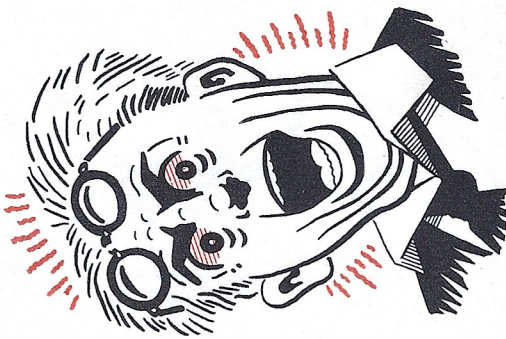
Why They Call That Man 'Old Hothead Harry'

When Harry was a little boy, he not only "cried over spilled milk" as other children so often do, he also stamped his feet in rage. His parents thought he would outgrow that childish habit so they just tried to laugh it off and did not correct it as they should have done.

Many boys and girls--no matter what kind of training they receive at home--have their eyes wide open as they pass through school and they observe that it does not pay to be hotheaded. They see that those who are hotheaded are not well-liked.

When a person is fully grown and old enough to know better, and still has hot-tempered spells, he is even more unpopular than when he was in school. And when a grown person has almost a regular habit of showing hot temper and getting all excited about little things, he is looked down upon for acting so much like a baby. That is the reason why the little boy named Harry was called, in his later years, "Old Hothead Harry."

You may wonder whether he was called that name

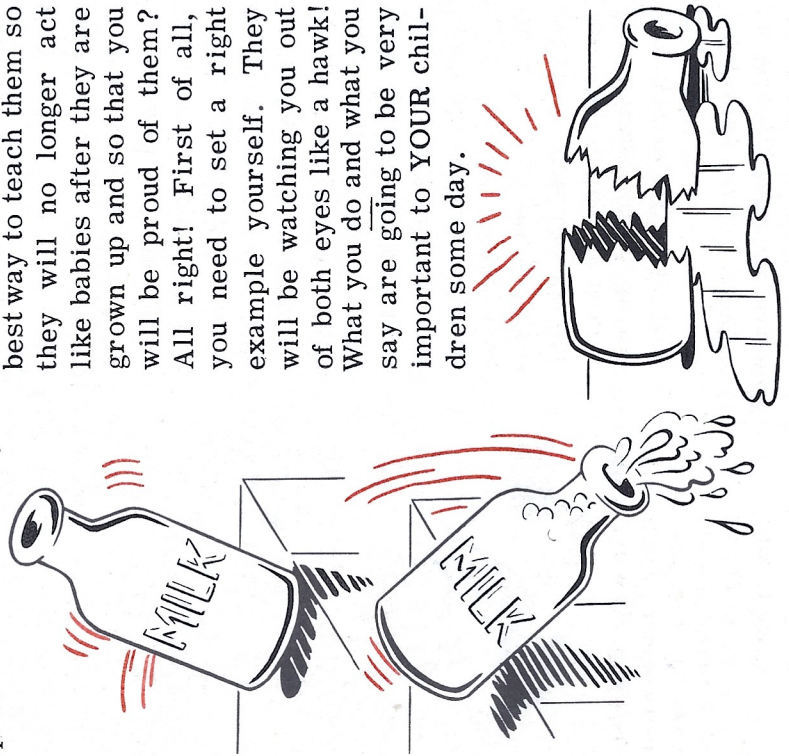


This is the way "Old Hothead Harry" looks when he is excited. He was caught in this picture saying, "You can't TALK like that to me."

to his face. I'll say not! You would have to be a safe distance from Old Hothead Harry if you called him that to his face. I remember one time, a boy with a group of other boys said, "Hello there, Hothead Harry." I recall hearing his reply to that boy. He said, "What's that you want? You say you want the seat of your pants kicked?" The chase was on. But the boys escaped because they could run faster.

Just imagine the terrible misery of a full-grown man going through what should be the richest part of his life trying to carry a big chip on his shoulder. He was like a cocky little schoolboy who thinks he is strong and wants to fight everybody.

When you are fully grown and have children of your own, be sure to teach them not to cry over spilled milk. Would you like for me to tell you the best way to teach them so they will no longer act like babies after they are grown up and so that you will be proud of them? All right! First of all, you need to set a right example yourself. They will be watching you out of both eyes like a hawk! What you do and what you say are going to be very important to YOUR children some day.



Watch Those Moments that Test Your Patience

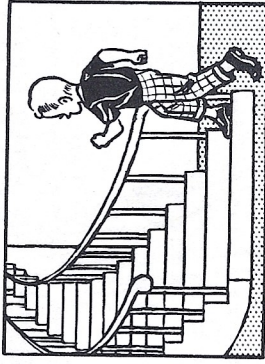
Let's suppose that you are grown up and that all day long, you are very patient and calm and in control of yourself. Then suddenly, you break a glass, or something happens to test your patience. No matter how self-controlled you have been all day, that one minute or two when you lose control, or manage to keep control of yourself, is the most important of the whole day. It's when your patience is tested that you must do everything in your power to show self-control. If you were a parent, and your children saw you lose self-control just for a few minutes in one whole day, they would be more influenced by your actions at that time than by your good example all day long.

If, when you are grown, you want to be the kind of parent who can set a perfect example of self-control, then TAKE THE STAIRWAY. That is the method we described in book one of this Course.

Take the first step right away. Keep climbing. Don't try to make life tough for yourself by sliding down the bannisters every time any little thing comes along to upset you.

You and I don't have to shed a bottle full of tears to replace the "bottle of spilled milk." No one needs our tears--or wants them--so we might as well keep them to ourselves. We would be much happier if we just smiled in most of the cases that cause others to lose control of themselves.

When any kind of annoying thing comes up, the



only proper question for any reasonable person to ask is, "What is the best thing to do NOW since this has already happened?" Your answer, if wise, will give you practice in self-control.

The Teacher and the Bottle of Milk

A teacher in one school made an object-lesson out of a bottle of milk. As members of the class took



their seats, they noticed the bottle of milk and wondered why it was sitting on top of some cardboard boxes. When it was time for the class to begin, the teacher without saying a word, walked over and with the end of a yardstick knocked over the bottle of milk which crashed as it struck the sink.

"Don't cry over spilled milk," said the teacher. "Don't EVER cry over spilled milk! Everybody come forward and I will show you why."

As the pupils looked at the broken pieces of glass

in the sink, the teacher asked them questions like this: "Has all the milk gone down the drain? Could you get it to come back out of the drain by pulling your hair and getting all excited? If you had the milk back out of the drain, could you make it stay in a broken bottle? Does it pay to waste time even talking about milk that is already down the drain?"

Some reader of these lines (I surely hope it is not you) may be able to give the right answer to these questions I have just asked and yet on account of the strong power of past habits, not be able to act out the right answers. That is my very good reason for trying to make sure that you will be able to act out the right answers the next time you happen to spill milk, or break a dish, or get your clothes soaked in the rain, or crack your fingers with a hammer.

When I was just a little fellow--perhaps younger than you are now--I was out at the country home of my Grandfather Beery. The talk turned to the subject of temper. Different persons were telling what they would do under certain conditions. One man, I remember, said that when any unpleasant thing happened to him, such as striking his finger with a hammer, he found that to start

whistling at once was the best thing he could do. It kept him from swearing or showing temper in some other way. Even when I was so young, that idea of whistling struck me as being rather unnecessary. I recall clearly I had the idea that as for me I wanted to develop such a fine self-control that I would not need to go through even the business of whistling.



I was helped by that talk out at Grandfather's. The reason was this: Everyone agreed that hot temper is not admired, but self-control is admired by all. The real desire to gain self-control is far more important than the way you go about gaining it.

That One Point Helped Me Most In Gaining Self-Control

Very soon after seeing that everyone admires self-control more than hot temper, I found out that just to remember this truth helped me most of all in meeting any difficulty with self-control. The very instant anything happened which I did not like, my first thought was that everyone admires perfect self-control more than temper and that perfect self-control was exactly what I wanted to show. I believe that thought will help you just as it helped me. It has been a great help to me all through the years. I take pride in my ability to show self-control in all kinds of difficult situations. I find real pleasure and satisfaction in being able to solve hard problems through the use of self-control and a spirit of friendship.

The other idea that has helped me most--next to that one stated above--is to start thinking instantly about what is the very best thing to do now, after some unpleasant thing has already happened.

I knew a woman who lost her husband by death. For days she cried almost from morning till night. Friends visiting her would hear her say, "Oh, if I could only have my husband back for just five minutes--that's such a short time to ask--if I could only have him back with me for five little minutes!" She went on and on, repeating words like those.

She was grown-up, physically, but she acted like a

little child crying over spilled milk. She might as well have cried for the moon to come down to her hands as to cry for her husband's life after he had died. Instead of pitying herself so much and causing her friends to share her sorrow for such a long time after her husband's death, she should have exercised self-control. She should have been more thoughtful of others, doing her best to make others happy in her home instead of trying to make them feel sorry for her.

And that's just like babies and little children. When you were little, I'll bet that when your doll or favorite toy was broken or lost, you'd cry and cry and think that the world had come to an end. But all the crying wouldn't bring back that toy or doll!

Always remember this. Do not ask for the moon or the stars to come down. Do not waste time or tears over something that is settled--something that you cannot help. Whenever you have to meet some hard fact in life, face it squarely. Show all the self-control at your command. Then, start using your head promptly to find the best possible solution to your problem--whatever it may happen to be.



With the examples that I have given you under the head of Point Number One (Act Like a Grown-Up), I imagine that your mind is already working in a fine way toward your success in gaining self-control.

POINT #2--In Winning Self-Control

**You Need Your Brain Every Day--So Keep
It Out of the Waste-Basket!**

Did you ever see a girl with a face as ugly as the one shown on this page? Look at that mouth! Notice those eyes! Doesn't she look terrible? I call her



“Moody Maud.” This girl was able to do fairly good work. But there are two reasons why people did not want to have her about. First, they did not like that wild, grouchy look on her face. Second, she was always discontented, complaining, grumbling and finding fault with this and that.

No, this girl isn't cross-eyed. She just has this odd way of letting you and me know what she thinks of the whole world and the people in it. You can imagine how popular she must be!

You should see this girl when she loses her temper. That's even worse! She seems to lose her brain at the same time she loses her temper.

Her whole head--and heart, too--might just as well be thrown into the waste-basket. She makes no good use of them while she is having a temper spell. I feel sorry for a girl like that. I know you do, too. Everybody pities her.

I really believe this girl, when she loses her head, is just as bad as “Old Hothead Harry.”

No one thinks straight when he is in temper. He says things and does things that he is sorry for later. For that reason, it is a good idea for you and me to keep our brains out of that waste-basket. We need our minds every day.

Did you ever stop to think just how this works? First, you need every single ounce of your brain to help you gain control of your temper. Second, you need to have full control of your temper so that your brain can think clearly and straight. Self-control aids clear thinking and straight thinking aids self-control. You and I want to enjoy the benefits of both self-control and clear thinking at all times.

When you and I have decided to rule our own spirits, we can do it. The power of our minds over our feelings is great when we learn how to apply it.

Life is too short for us to get angry and be unhappy over little things. Perhaps you would like for me to suggest ways for you to use your brain in developing the great habit of PATIENCE. Probably Old Hothead Harry never even heard of this valuable habit.

It will help you to be patient if you will always remember what I am going to tell you now. Use your brain to help you be content with the world as it is--to accept people as they are, with all their faults. Think this matter through for yourself.

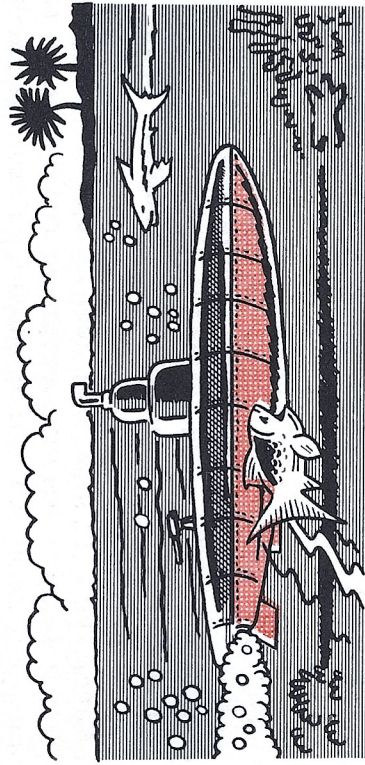
Your happiness will depend not so much on the things that happen to you, as upon the way you take them. A motto which I like reads as follows:

**“I complained because I had no shoes,
until I met a man who had no feet.”**

The girl with the ugly, scowling face might smile and make it much more beautiful if she would only use her brain and see how much worse her condition might be than it actually is. The use of her brain in forcing her to make the comparison might cheer her up and cause her to smile for a change.

Another example I like along that line is this. A man was here in my office telling me about his experience in a submarine during the War. For a time, he lived in great fear. After being down under the water--lonely and anxious about his life--can you imagine how extremely great his happiness would be if he could just see the sun, moon, and stars again and be with his loved ones--or with any people at all above the water?

When you and I think how happy this man in the submarine would be if he could only join his loved ones back home and then think how miserable Old Hothead Harry is in dealing with the same kind of people, we see a great contrast. We see that it is wise to accept people as they are, to get along with them and to enjoy their friendship.



Notice how true this is. The joy which you and I get out of life depends upon how we think. It does not depend upon whether we are rich or poor, whether we are on a mountain or in a valley. It does not depend so much upon other people as it depends upon our own selves.

Patience will come to you as a result of your practice in taking the bitter with the sweet in life. In athletic games, you will win some; you will lose others.

If you do the best you can in a game and lose it, play and live the part of a good sport in the friendly spirit you show during and after the game, with no sign of ill temper. The game you lost may help you more than a game in which you win. No one wins all the games in life. Therefore, we need to have patience so that we can take our losses and still be happy.

Set Your Goal for Self-Control --Then Go After It!

When you looked at the picture of "Moody Maud"--that was the nickname of the girl I was telling you about--I can imagine hearing you say to yourself, "Well, I can easily see why people would not like her. I most certainly want to be different from her!"

When that last thought flashed through your mind--"I most certainly want to be different from her"--were you thinking of avoiding only the extreme display of ill temper? Or that you would set your goal up high and show such a high degree of self-control that ill temper would be crowded out of your life entirely?

I imagine that is what you had in mind. In any case, be sure to make up your mind right now that you want nothing to do with a spirit that makes a girl act like Moody Maud or that makes a man act like Old Hothead Harry!

You and I simply do not want that evil spirit in our lives in any degree whatever! We don't want even HALF of a spirit like that--and not even a quarter or one-fourth of a spirit like that. We just don't want any of it at all! We want our self-control to be so fine and so nearly complete that we simply crowd out the wrong spirit altogether. When we succeed in

reaching our goal, then other happy people will like to join us. We will enjoy ourselves and we will enjoy the other happy people about us.

Let us suppose now that you and I have the same goal. It is set up high. Our aim is to use our brains in teaching and training ourselves so that we can really command our self-control and be sure of it UNDER ALL CONDITIONS.



THE BEST WAY TO HANDLE THE RATTLEBRAIN PERSON

Would you like for me to give you the best suggestion I can on how to deal with a rattle-brain type of person? Would you like to know the very best plan for using your own control while you properly manage another person who does not have control of himself? I'll be glad to.

All right, let's suppose I know that in five minutes from now I have a date to see a rattle-brain type of person here in my office about something that has caused him to be all upset and in an angry mood.

The very first thing I do is to use my brain in commanding myself not to allow my own feelings to get upset no matter what the other fellow says or does. That man may have lost his head about something even before he reaches my office. He may say things so provoking that the average person would be tempted to do down along the zigzag line with him and end up in a storm of unkind words or even violent action.

So, Suggestion Number One is: we use our head in deciding to stay on the high plane of self-control during the entire talk FROM START TO FINISH!



Suggestion Number Two is: we take time to greet the person warmly and start to talk in a friendly way. I may talk about the weather first, or if I know anything about the person's family and loved ones, I ask a question or two about them.

I smile and keep alive the spirit of friendship as I ask the person to tell me all about whatever he wishes to tell me. Even though I know that later in the talk, his attention may be called to other points of view besides his own, I will be a good listener while he tells his story. I will let him see that I understand perfectly his own point of view.

The Secret of the Use of Slow Motions

Suggestion Number Three is: if the rattle-brain, at any point in the talk, says anything that would tempt me to lose my own control, my immediate silent answer is to command myself to make slow, bodily actions. I may pick up a pencil and place it, with a very slow motion, at a point a couple of feet farther

to the right on my desk. A few seconds later, I may again slowly reach for the pencil and put it back where I first picked it up. These very slow movements show the other person that I have perfect control of myself. He sees that I am not quick to anger or to become ill-tempered. He is convinced that I cannot be upset. He sees that I am master of the situation in spite of any blustering on his part.

The idea of slow bodily actions can be carried a step further. I can get up from my chair and walk over with very slow motions to the window. If the other person's mind is too upset about something to think clearly or reason straight, it may help him to settle down when he sees that I am not excited. Perhaps I may call attention to some amusing thing I see out of the window or otherwise change the subject.

Remember that when we are tempted to say a wrong thing, we must slow our bodily actions. It may be our hand, our foot, or our whole body. As we make those slow motions, we relax our mind to match the slow actions of our body.

Suggestion Number Four is: we keep our voice low. No matter how much the other person may raise his voice, we do not allow that to influence us in the least. We just keep our own voice down where we want it to be. If the other person raises his voice clear up to the ceiling, we may suggest to him in a friendly way that if he will simply talk in his usual friendly voice, we will be able to hear him all right.

Suggestion Number Five is: just as we started the talk on a friendly note, we end it the same way. All through the talk we are expecting the other person to follow our example in self-control and we encourage him with a smile when he shows any sign of doing that. We talk about wanting to help him as much as we can. When parting, we say something entirely a-



part from the subject discussed in the talk. That suggests that we are on the most friendly terms.

How You Can Practice Self-Control

Just as a young girl practices a piano lesson to prepare for a recital and just as a young fellow practices football to prepare for a game, so it is not only possible but reasonable to practice self-control when you are alone. You can easily do this with the aid of your fine imagination. Every businessman uses this same good idea. He prepares for a conference by imagining just about what he is going to say and just about how he is going to say it. He rolls the ideas over in his mind. He practices and rehearse these ideas so that when his conference is called, he is prepared in his mind for it.

When you are all alone, you can imagine yourself in different kinds of situations in which you might be called upon to show self-control. You can imagine that another person is angry and says something that

might upset you. Practice actually saying aloud (even though no one hears you) what you might say in a friendly way to calm down a person who is angry. You can also practice slow bodily actions that we have been talking about. That kind of practice in self-control is just as logical and reasonable as practice for anything else. You can become skillful in anything you undertake through the right kind of practice. This suggestion may prove to be of great value to you.



Getting to Bed Early Helps To Avoid Ill Temper

Ill temper is most apt to arise if one is over-tired, or has poor digestion, or lacks sleep. So, it is wise to plan each day to get plenty of good rest and sleep so that you feel fresh and not worn out--so that your nerves are in the best possible condition.

You can use your brain in carrying out a number of points like the following. Get plenty of fresh air, breathe deeply and slowly. When tempted to become angry, relax your jaw, open your hands, stretch your fingers out straight. Then, relax them and keep them relaxed. This applies to your whole body, too.

But the best way of all to use your brain in order to keep your self-control, is to have the right kind of a friendly spirit toward all people. One of the greatest aims of this entire Course is to help you to have a good understanding of people and their nature. Then, it will be easy for you to like people and get along with them.

POINT #3 -- In Winning Self-Control

Always Add to the Other Person's Importance--
Never Subtract From It!

You are going to learn a great secret of success in these next few pages. It is so important that, if you get the full meaning of it and use it yourself the rest of your days, it will help you greatly in making your dreams come true.

As human beings, we all like to feel important. We all want to be proud of ourselves. We like to be praised. That applies to you. It applies to me. It applies to everyone.

I'd like to tell you about my wife. She had to be in the hospital for several days. Friends of hers who happened to know that she was sick had sent her between 60 and 70 "get-well" cards. She was happy to receive each one of those cards. Quite a number of them, in addition to kind thoughts in printed poetry, had personal notes and letters from the senders. But one of those letters gave her a nicethought about herself which made her very happy. It was from a neighbor who said:

You are one person who has helped to make Pleasant Hill a wonderfully nice place to live in

When a friend says something kind to you, it makes you feel good, too, doesn't it?

Here is the point to remember: friendship increases only when you add to the other person's importance. Friendship starts to die the moment you begin to subtract from the other person's importance.

Have you ever thought of this? A person is more apt to show anger to some one who hurts his feeling of importance than to one who steps on his sore foot.



Let us see how this works. Suppose that anyone, accidentally, steps on another's foot. That person would not think of getting angry if the other quickly says, "I am very sorry." But if he does NOT say he is sorry-- if he goes right on, without paying any attention to the other person's feeling, then the person with his foot stepped on would not feel so good.

You can see very clearly from the example just given that the hurt to one's feeling of importance is far worse than the hurt to one's sore foot.

Better Not Say "You Are WRONG"

The words, "You are wrong" are unfriendly words. They are like a red flag to a bull. They destroy the importance of the other person and he won't stand for that without a fight of some kind-- either a fight of his mind against the other person's mind, or a fight of his body against the other per-

son's body. So always remember, better not say "You are wrong."

To make the mistake of saying, "You are wrong," without quickly saying something else to show that you are friendly is more apt to get you into a fight than if you make the mistake of actually hurting the other person's body and then quickly saying something to show that you are really sorry.

Why Some People Like to Find Fault

The reason some persons like to find fault is that they enjoy the feeling that they are more important-- and never make mistakes. By pointing out some mistake or fault in another person, they get a feeling-- for a moment at least--that they are in a position of greater importance. But the reason why they can't often enjoy that feeling very long is that the other person objects. You see, the other person also wants to feel important.

Does that fact mean anything to you or to me? It most certainly does. It means plenty! It means we should decide that, from now on, we will not find fault with anyone. If we can help anyone by suggesting something better, we will do so in a most friendly way, but we will not find fault or hurt anyone's feelings.

Instead of saying to another person, "You are all wrong about that" or "You must be crazy to think that," it is better to say, "You may be right, but have you ever thought of this?" Then explain. This is



much more friendly, don't you think? He is then apt to listen carefully as you give him new facts to consider. This gives him a chance to agree with you without his getting all upset.

You have seen unhappy persons who go about almost begging for a fight. They don't have to beg very long. All they have to do is to step up to another person, slap him in the face, or kick him on the shins or call him a "liar," or call him any other bad name that hurts his feeling of importance. Any one of those words or actions will lead up to what he wants--if a fight is what he is looking for.

But a fight is not what you and I want. We don't make friends by fighting. We make friends in the same ways that Anna Jane Churchman made friends, as told in Book 2 of this Course, "The Secret of Making People Like You." Remember her smile and friendly spirit and her genuine interest in others?

If we want to get the satisfaction of testing our strength, without losing good friends while we are doing it, we can put the boxing gloves on with someone about our size, or go into a wrestling match with someone about our weight--or play any one of many games that will test our physical strength or mental ability, or both. Then, we will have the advantage of being able to show our fine spirit of friendship and good sportsmanship at the same time.



Develop Your Skill to the Highest Point Possible



We don't want ever to go about carrying a chip on our shoulder like Old Hot-Head Harry who was always bragging, blustering and telling others how strong he was. But along with our self-control, we want to develop skill in different kinds of tests so that we can always take proper care of ourselves if anyone else forces a test of our strength or skill.

It takes a lot of time for anyone to become really good at one single thing. No one can be a winner in all sports. So, after wisely getting at least some practice in several kinds of sports, it is a good idea to decide, if possible, which ones you like best of all and then try especially hard to be excellent in them. If there is any one thing in the world that you can learn to do a little better than anyone else in your circle of friends, you can be happy over that. Even though others may be ahead of you in some things, you will be happy because you excel in at least one thing, yourself.

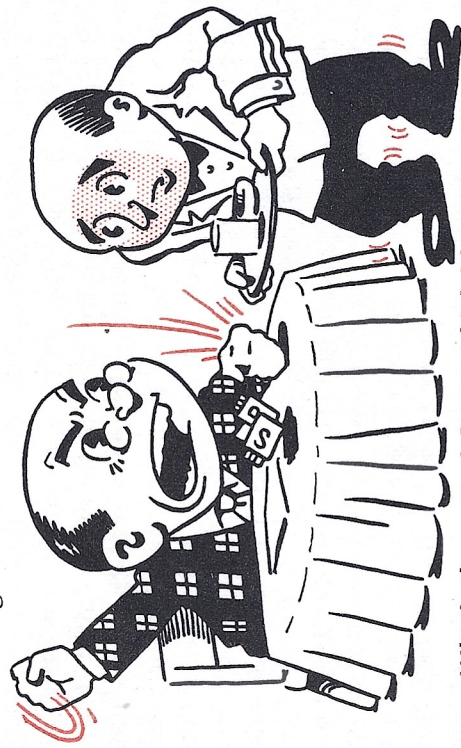
That does not mean that you would ever boast about it. We don't like to hear anyone else boast, do we? Certainly not! It makes us half sick. Well, we can be sure no one else is going to like to hear us boast any more than we like to hear others boast. So let us be content to try to make ourselves better in

all ways. Then, our outstanding abilities will be seen by others in due time without our bothering to call attention to them.

The Great Advantage Of Being Humble

Haven't you often wondered why people act so "stuck" on themselves? And why they act as if they owned the whole universe? I think they must be very unhappy and I really pity them.

For example, I remember when my wife and I and a little boy who was visiting us had dinner one day in a hotel dining room. At a table next to ours sat a man who looked very angry and who was scolding the waiter for being slow about serving him his food. This man thought he was very important. He acted selfishly and tried to make the waiter feel small. When the waiter did not come scraping and bowing like a slave, the man called for the headwaiter and tried to impress him and every one around, including our little group, how important he was. The little boy with us watched all of this and then he said to me, "I know what that man is, Mr. Beery. He thinks he is a Big Wind!"



What's the matter? Do you think I have time to wait here all day?

My wife and I smiled at this, for, as you know, "Big Wind" is the name used in slang for people who think they are important and better than others. But our little boy certainly named the man right. "Big Wind" certainly described him.

Well, I think you and I will agree that instead of that man being such a "Big Wind" as he wanted to appear, he was really just a "Big Pain-in-the-Neck!" He had a lot of bluff and puff mixed up in the feeling of his own importance! You know, it's funny but really big men don't act like that, it's just little men who THINK they are big who act like that.

Do you think, for one single moment, that this so-called "Big Wind" could have enjoyed his dinner -- after acting so selfishly, so childishly, with so little self-control and after making the waiter just as unhappy as he possibly could? Of course not. How COULD he enjoy his meal or be happy himself when he just got through voicing unhappy thoughts to someone else? How could he digest his food properly when he had been so very rude and had made others aware of his extreme ill feeling?

Perhaps some day there will be special dining rooms for people who have not "grown up." They could then enjoy their own ill tempers together and would not need to disturb those who prefer to enjoy a good meal in a spirit of friendship.

The example above is only one of many we might give. But it clearly shows that an over-size feeling of importance is harmful--not helpful. If our so-called "Big Wind" had learned when he was a boy how to be humble--that is, not to think that he was more important than anyone else, he might have enjoyed his good dinner and also permitted others to enjoy theirs.

There are two reasons why it pays to teach ourselves to be humble. The first reason is that when we are really humble in spirit, then we enjoy the ad-

vantage which comes from not allowing our feelings to get us into trouble every time we turn around. That is, we will not be trying all the time to impress others with our importance like that "Big Wind" was trying to do.

The second reason is that when others say things or do things that might hurt our feelings, we avoid the hurt if we have already taught ourselves to be humble.

How You Can Quickly Learn to Be Humble

How did you learn to walk when you were a baby? Was it by lying flat on your back? No, it was by standing on your own two feet and trying your very best to do what you wanted to do. That is exactly the method you now need to use in learning to be humble.



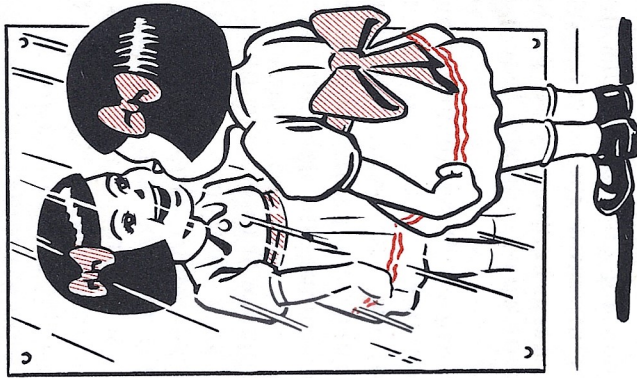
For example, let's take a couple of simple words like, "I'm sorry." Those two little words, as we have said before, are about the hardest words in all the world for some people to say. Some persons have such an overgrown sense of their own importance that it seems as hard as pulling teeth for them to say "I'm sorry" to anybody. They think it would somehow lower themselves to say those words to another person. But they are just as wrong about that as they can be.

It really takes a big person of fine spirit and personality to say, sincerely, "I'm sorry." Like that teacher who lost her temper with Tommy. Remember we talked about that?

Of course, you would not use those two words,

"I'm sorry," when speaking to another person unless you were indeed sorry about some particular thing you had said or done. We want especially to be honest in what we say to others. But if you truly feel sorry in your heart about anything you have done to another person, you have much to GAIN--and nothing at all to lose--by saying, "I'm sorry."

Just for helpful exercise, I've had some boys and girls (each alone, of course) stand in front of the mirror and watch themselves as they say, "I'm sorry," several times in succession. They found that saying those words did not kill them after all. In fact, they found out that it did not even hurt to say them. The same thing is true when you say these words to another person. They don't hurt you--and they don't hurt the other person. They make you both feel better. Even though I suggest to you that it is a good idea to learn to humble yourself, it is also a very good idea to form the habit of aiming to increase the feeling of importance on the part of any other person to whom you are speaking.



Here Are Four Ways to Increase the Other Person's Feeling of Importance

When you set your aim at winning some other person as a friend, it will generally be some person who is more likeable than the man we have talked about--Old Hothead Harry. But just for the fun of it, let us suppose that you do want to make Old Hothead your friend.

First, greet him in a whole-hearted spirit of friendship. Few, if any, others will ever greet him in that way. Since he was a "spoiled child," wanting all attention to himself and never having learned the secret of getting along with others by increasing their feeling of importance or happiness, he does not often have the pleasure of being greeted by others as you and I would greet each other. That means that if you say, "Good morning," to him in a very warm and friendly way, with a hearty smile, to show that you are glad to greet him, it will add to his feeling of importance and make him friendly toward you. It will add still further to his happiness if you have something which you could give him such as a magazine with an article in it which he might like to read.

Second, ask his advice or opinion about one thing or another and then thank him for it. This shows that you think his opinion is important. It will please him and he will feel more friendly toward you because you asked his advice.

Third, ask him to do some little favor for you. It should be something very easy to do but something that shows your need for his help. He likes to feel that what he can do for you is important. Doing the favor for you will increase his friendly spirit toward you.

Fourth, say nice things to him--about the good work he has done, or about himself or about the fine character or ability of someone else in his family. Anything that you can sincerely say to him that suggests he is above average along any line at all will add to his feeling of importance and make him a closer friend of yours.

Why It Pays to Praise Others

One of the best ways in the world to win friends is to say nice words to them and about them. That is more than reason enough why it pays to say nice things. But some people will go all through life saying very few nice words about others. They are missing so much--and do not know it!

Could you help me to figure out a reason why this is so? Do you think it is because they just have not outgrown their childhood habit of wanting all the nice things said about themselves and not wanting too many nice things said about others? Well, I guess that is hitting pretty close to the mark. It does take self-control to say nice things to another person. One who is very selfish finds it hard to do.

Here is a Helpful Example About Saying Nice Things

Ever since I was a little fellow, I have enjoyed the game of checkers. Even now, whenever I happen to be some place where there are good players, and I feel that I can spare a couple of hours, I will get into a game. Have you ever noticed how much you can tell about a person



just by playing a game with him? A single hour often tells us a great deal about a person.

For example, in a midwestern city I played a few games with a man who had the childish habit of saying, "I beat myself"--every time he lost a game, which was rather often. He just could not show enough self-control to give any credit at all to the other person or to admit that the other fellow could outwit him on any play. He always "beat himself." To hear him explain it, the other person had nothing whatever to do with winning the game. I could tell from remarks made by those watching the game from both sides that this man was a very childish actor. No one seemed to like him.

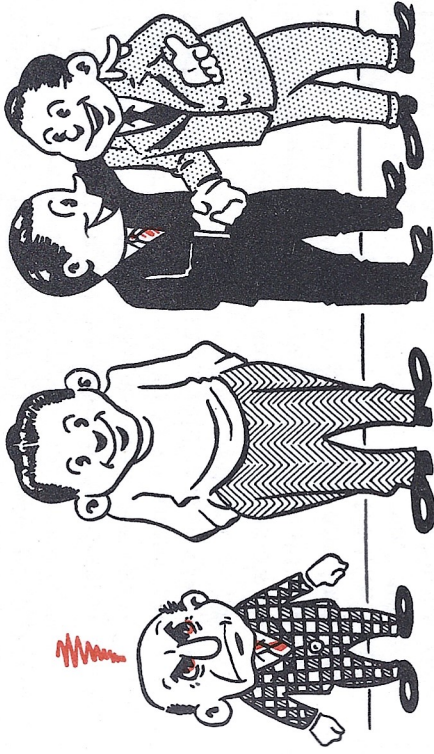
But notice what a big difference there is between that childish man and my very good friend Bill Webbert. Bill was once the champion of the city of Dayton, Ohio. Everyone likes to play with Bill. When he is winning, which is most of the time, he does not brag about it. When he loses, he always smiles and says something like this, "You win--that was a good game, Ray," or something that makes the other person feel good.

You can see for yourself it is no wonder that everyone likes to play my friend Bill because whether he wins or loses, he is always a good sport. When playing his favorite game of checkers, he always applies the Golden Rule in what he says to the player across the board. I wish I had more time to spend because I so much enjoy playing with him.

Now we are beginning to see daylight. We are beginning to see that when we add to a person's importance, we are not only making him happier but at the same time we are making ourselves bigger, and better liked. On the other hand, we are beginning to see that when we subtract from a person's importance, it gives him unhappy thoughts. This makes us small, and others will not like us.

Only Small People Are Jealous

When I say that only small people are jealous, I am not talking about their physical size. Take that first man I told you about, playing checkers with me. He would weigh more physically than my friend, Bill Webbert. But you know what I mean when I say that he was a "smaller man." He was jealous. He was childish. I pitied him.



Why did I pity that man? It was because he had allowed himself to grow all the way up to manhood physically without ever learning to add to the other person's importance. His idea was to subtract from the importance of the other person instead of adding to it. He will never be well-liked until he changes this way of acting.

A Teasing Person is Small --Like the Jealous Person

Just as we have seen that the jealous person is a small person, and we don't want to be like him, so is the teaser a small person and we don't want to be like him, either.

Here is the way it often works. When a childish

person is stopped from carrying out some aim of his, he feels powerless. In order to restore his feeling of power, he may tease someone else, often someone younger than himself. He wants to show that he can be master. When he cannot be master in one place, he then tries to be master in some other place.

There are two things which we need to learn about the habit of teasing. First, let's ask ourselves this question, "Do we ourselves like to be teased?" The answer is a great big "NO." Usually the teaser is very rude. He does not know when to quit teasing. He is a trouble-maker.

All right, then, all we need do is to apply the Golden Rule. If we don't like another person to tease us, then we certainly don't want to annoy him. So, the first thing we learn is to avoid teasing any other person.

The second thing we want to know is how we should treat the other person when he teases us. The teaser may expect us to get angry and lose our self-control. So to begin with, we will let him see that he can't get to first base along that line. When anyone tries to pick a quarrel, it is a good idea to keep our self-control, smile and say something like this, "You'll feel better soon if you try."

Did You Know It Pays to Laugh at Yourself?

Did you ever stop to think of this? There are many times when it pays you to laugh at yourself. Take that teaser, for example. Suppose he is trying to laugh at you about something. What have you got to lose if you laugh with him? Not a thing in the world! Just forget about your own importance for the moment



and take a good laugh with him. If you became angry, you would be losing something important. You would be losing your temper. That is something you don't want to lose.

Let us take another example. Last week, I was carrying a great armload of photographs down from the attic of my home. The string broke midway down the steps and you know what happened to those photographs! We often have this kind of choice in life -- (1) getting all excited and angry or (2) just smiling at the situation and laughing at ourselves. I smiled as I picked up the photos and thought how lucky I was that only a string had broken. I might have fallen and broken my neck. I had no anger because I had faced that kind of problem often in the past. The rule I follow is that after a thing has once happened, all the ill temper in the world would not cause that thing to "unhappen." It is just a waste of good energy to get angry when getting angry would not do a single bit of good.

So the method of smiling and laughing, which I used when those photographs fell, is one which I can recommend to everyone--for use every day in the week!



POINT #4 -- In Winning Self-Control

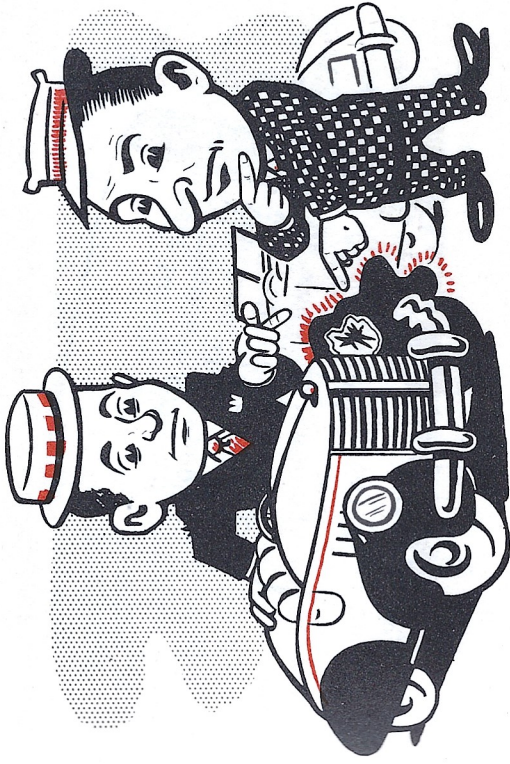
**Surprise People With Your Self-Control--
Make Them Friends!**

Lowell Thomas, the great radio commentator, one evening stood in front of his radio microphone. Five pages of his news broadcast were missing! The news was cut short about five minutes. The time had to be filled in with music. The trouble was caused by the mistake of a secretary. She was afraid that she was in for a terrible scolding. Did Mr. Thomas give it to her? No, he surprised her with his self-control. When she began to say

she was sorry, he told her to forget it. He told her that her batting average was good and that was all that counted. He did not raise his voice. He did not lose his temper.

It took a big man to do as Lowell Thomas did. A small man could not have done it.

I saw two motor cars that had side-swiped each other at the center line of a highway. One car owner surprised the other by wanting to talk first about the damage done to the other fellow's car! What was the result of this unselfish act? When the men had finished looking at the one car, they both went to the other car and talked about their insurance policies



in a friendly way. That was one case in which I heard no angry words exchanged. Neither one accused the other of being entirely at fault. This was partly at least because one man was quick to surprise the other with his self-control and his spirit of friendship.

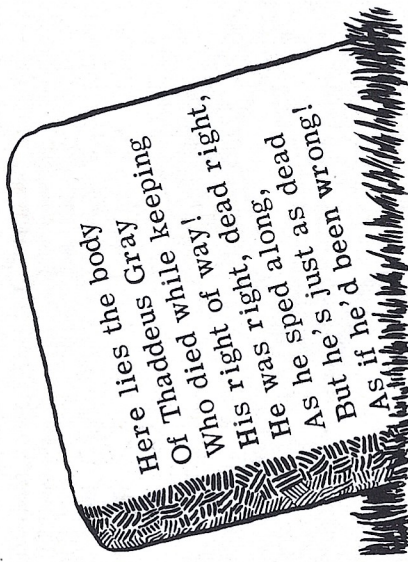
The facts about an accident cannot be changed no matter how much fussing is done, so why should people get all excited after an accident has already happened and cannot be undone? Nothing at all needs to be lost by being friendly with people who are caught in a motor accident. Human beings should all try to learn to act like grown-ups and not like spoiled children.

“My Rights -- MY RIGHTS!” He Says

Some persons are always waving their arms and talking about their rights.

Whenever I hear anyone raving about his right to

this and his right to that, I always think about the carving on a tombstone which is said to read like this:



Here lies the body
Of Thaddeus Gray
Who died while keeping
His right of way!
His was right, dead right,
He was right along,
As he sped along,
But he's just as dead
As if he'd been wrong!

What Would You Do About a 'Road Hog'?

Do you know what I mean by a road hog? I don't mean a hog with four feet. I mean a person with two feet who acts like a hog driving his car on the highway. You see a lot of them on the road these days. They are spoiled children who have grown up physically but who have not grown up in any other way.

What would you do in this case? Say a man in a car behind you honks his horn for you to drive faster or get out of his way, would you stay in your tracks just for the purpose of provoking him? Or would you give him a chance to get around?

We have no way of knowing what is in the mind of that driver. He may have worries that we know nothing about. Perhaps he is in a hurry to get to the home of a sick person. We just have no way of knowing. But entirely apart from that, there are two reasons why it is a good idea to turn without delay, if it is possible to do so. First, the driver may see your face and as he goes around you, he may connect

your face with your act of kindness. Life is short. You can sleep well over the idea that the sight of your face during the day has been seen only in connection with your kind acts--not acts of which you would be ashamed.

The second reason for turning out of his way promptly is that you save the other fellow's temper--and yours, too. If you do anything at all just for the one purpose of provoking someone else, whether it happens to be someone needing to get somewhere fast or not, you will not be happy over that. In fact, you will be unhappy. Why make yourself unhappy?

So let's surprise the other person with our self-control. Let's make friends wherever we go and let us aim to be happy as we travel life's highway.

POINT #5 -- In Winning Self-Control

Throw That Grudge into the Lake--and Forget It!

The longest letter I ever received in my life was fifty-two pages. It was from a schoolteacher. She had an ill-feeling against the schoolboard. There was some little point in which she thought she had been wronged. She told me all about the case--what she said to the Board and what the Board said to her. She wanted my advice as to whether she ought to take the case to court.

Since the money at stake was only a small amount and since I saw it was wrong for her to be wasting her time and energy in writing letters like that to me when she should be using her energy to help her pupils in a cheerful way, I had a two-word answer all ready for her by the time I finished reading her letter.

Can you guess what those two words were that I thought of writing to her? Well, here they are:

"FORGET IT!"

Of course, to make her understand just what I meant, I put my answer in a few more words than that--but not many more. My letter was short and courteous but it was also frank and right to the point.

There is only one thing to do about a selfish grudge of any kind. That is to throw it into the lake --forget it!

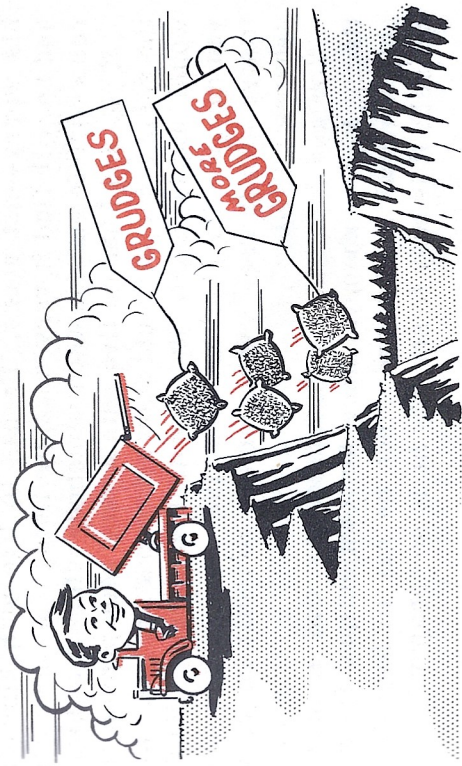
A feeling of ill-will is too heavy a load for you to carry all through your life. It's too heavy for you to carry even for a single month--or a single week--or a single day!

Life is too short to bother with ill-feelings. If you want to be a success, then keep your mind clear and free. Hold no grudge against anyone.

I have known persons who were so foolish as to nurse a grudge against some other person for days and weeks and months at a time. They would not even speak to that person.

A grudge often starts from some very small hurt to one's feeling of importance. It shouldn't be worth a moment of time and worry to a sensible person.

When a hurt feeling is nursed over a long period of time, it may wreck that person's health. It may help to cause high blood pressure and to shorten the person's life. Whenever some person hates



another person and thinks of him as his enemy, he gives that so-called enemy power over him. He can't sleep while thinking about his enemy. He can't eat properly when thinking about him. The constant thought about his enemy interferes with both his health and his happiness.

From what I have already said, I guess you know what I would do with a grudge myself. I imagine you would treat a grudge just the same as I would and just as quickly. You would throw it into the lake--do it in double-quick time--and forget it!

The question may arise in your mind as to what you would do if another person stops speaking to you and you don't know exactly why. Well, there is just one simple rule to apply in that case. That is, to treat him just exactly the same way that you would if he had been speaking to you right along. If you meet a person on the street, who may have acted in a pouty mood in the past, just speak to him as if he had never acted that way at all.

Always remember this. If you speak to another person in a friendly way and do your part, then if the other person does not act in a friendly way, that is

his worry--not yours. He has to live with himself and he will find it very unhappy living if he does not respond to friendship when somebody offers it to him.

If you and I had to live with a very sour person in the same home, it would soon get on our nerves. We would not be happy living with that person. Well, you can just imagine that when that sour person has to live with himself every minute, he must be very unhappy indeed.

You and I can now understand why Old Hothead Harry is so unhappy. Since his own actions are so childish and selfish and since he has to live with himself, it is easy to see why he is so unhappy.

AN IMPORTANT WORD BEFORE WE END THIS BOOK

As we come to the end of this book, I hope that you will set a very high aim for yourself. I want to see you become so expert in your control of yourself that you will be able to stand such a hard test as I am now going to suggest. When someone else is angry with you and tries to tell you something, I want you to be able to reach this high goal: leave your own feeling entirely out of the picture and actually try to get benefit for yourself from any good idea offered by a friend or stranger. That means you would be at the very top in self-control. You would then be getting all the benefits from the feeling of anger in another person without suffering any of its penalties.

Be sure to master this book on self-control because the price of bad temper might be a hundred times more than you could afford to pay. Don't be satisfied with one reading. This book has too much in it for you to get it all in one reading. So be sure to read some parts of it over and over. I want you really to understand this book--and then apply it in your own living from day to day.

We have made quite an example out of our Old Hothead Harry. I hope that you will never forget him--especially the fine lessons he has taught us.

The next time you see anyone making wild gestures in anger, remember it's just a "BABY" (a grown-up baby) waving its arms.



Then, finally, ask yourself this question, "Have I grown up myself?" You and I many times have felt that someone else was acting like a baby. Let us watch ourselves closely to see if there is any way at all in which we, too, may be acting like spoiled children.

Do we sometimes show lack of patience or self-control when asked by someone else to do something? Let us develop the habit of being not only willing to do any reasonable thing others ask us to do but even to look for things to do before we are asked. When we are old enough to see things to do and then do them before we are asked, then we are really getting to be grown-up.



The most valuable thought that I can give you before closing this book is this: **PLAY THE PART OF ONE WHO NOW HAS SELF-CONTROL. ACT AS IF YOU HAD ALREADY GAINED PERFECT SELF-CONTROL. IMAGINE THAT EVERYTHING YOU DO AND EVERYTHING YOU SAY IS BEING WATCHED EVERY MINUTE BY SOME YOUNGER PERSON WHO IS TRYING TO LEARN SELF-CONTROL FROM YOU.**

When you carry out this plan which I have just given you, then you will win! And you will be happy beyond any words of yours or mine to describe your happiness.

You now have read three important subjects in this Course. If you succeed in deciding upon a high purpose for your life as suggested in Book 1 and if you carry out the plans for winning friends and making people like you as suggested in Book 2, it will help you greatly to win the kind of self-control which you want.

The terribly selfish manners of Old Hothed Harry, as told about in this book, will be very different from those we will learn about in the next section of this Course. Part 4 is entitled, "Manners That Make Everyone Admire You."