**Never, ever give up!**

**永不言弃！**

**1 As a young boy, Britain's great Prime Minister, Sir Winston Churchill, attended a public school called Harrow. He was not a good student, and had he not been from a famous family, he probably would have been removed from the school for deviating from the rules. Thankfully, he did finish at Harrow and his errors there did not preclude him from going on to the university. He eventually had a premier army career whereby he was later elected prime minister. He achieved fame for his wit, wisdom, civic duty, and abundant courage in his refusal to surrender during the miserable dark days of World War II. His amazing determination helped motivate his entire nation and was an inspiration worldwide.**

**英国的伟大首相温斯顿·丘吉尔爵士，小时候在哈罗公学上学。当时他可不是个好学生，要不是出身名门，他可能早就因为违反纪律被开除了。谢天谢地，他总算从哈罗毕业了，在那里犯下的错误并没影响到他上大学。后来，他凭着军旅生涯中的杰出表现当选为英国首相。他的才思、智慧、公民责任感以及在二战痛苦而黑暗的时期拒绝投降的无畏勇气，为他赢得了美名。他非凡的决心，不仅激励了整个民族，还鼓舞了全世界。**

**2 Toward the end of his period as prime minister, he was invited to address the patriotic young boys at his old school, Harrow. The headmaster said, "Young gentlemen, the greatest speaker of our time, will be here in a few days to address you, and you should obey whatever sound advice he may give you." The great day arrived. Sir Winston stood up, all five feet, five inches and 107 kilos of him, and gave this short, clear-cut speech: "Young men, never give up. Never give up! Never give up! Never, never, never, never!"**

**在他首相任期即将结束时，他应邀前往母校哈罗公学，为满怀报国之志的同学们作演讲。校长说：“年轻的先生们，当代最伟大的演说家过几天就会来为你们演讲，他提出的任何中肯的建议，你们都要听从。”那个激动人心的日子终于到了。温斯顿爵士站了起来——他只有5英尺5英寸高，体重却有107公斤。他作了言简意赅的讲话：“年轻人，要永不放弃。永不放弃！永不放弃！永不，永不，永不，永不！”**

**3 Personal history, educational opportunity, individual dilemmas — none of these can inhibit a strong spirit committed to success. No task is too hard. No amount of preparation is too long or too difficult. Take the example of two of the most scholarly scientists of our age, Albert Einstein and Thomas Edison. Both faced immense obstacles and extreme criticism. Both were called "slow to learn" and written off as idiots by their teachers. Thomas Edison ran away from school because his teacher whipped him repeatedly for asking too many questions. Einstein didn't speak fluently until he was almost nine years old and was such a poor student that some thought he was unable to learn. Yet both boys' parents believed in them. They worked intensely each day with their sons, and the boys learned to never bypass the long hours of hard work that they needed to succeed. In the end, both Einstein and Edison overcame their childhood persecution and went on to achieve magnificent discoveries that benefit the entire world today.**

**个人经历、教育机会、个人困境，这些都不能阻挡一个全力以赴追求成功的、有着坚强意志的人。任务再苦，准备再长，难度再大，都不能让他放弃自己的追求。就以本时代最有学问的两位科学家——阿尔伯特·爱因斯坦和托马斯·爱迪生为例，他们都曾面临巨大的障碍和极端的批评，都曾被说成“不开窍”，被老师当成笨蛋而放弃。托马斯·爱迪生还曾逃学，因为老师嫌他问的问题太多而经常鞭打他。爱因斯坦一直到将近9岁才能流利地说话，学习成绩太差，有些人认为他都已经学不好了。然而，这两个男孩的父母都相信他们。他们坚持不懈地每天和儿子一起努力，孩子们也了解到，要想成功，就绝不要怕付出长期而艰辛的努力。最终，爱因斯坦和爱迪生都摆脱了童年的困扰，进而作出了造福当今全世界的伟大发现。**

**4 Consider also the heroic example of Abraham Lincoln, who faced substantial hardships, failures and repeated misfortunes in his lifetime. His background was certainly not glamorous. He was raised in a very poor family with only one year of formal education. He failed in business twice, suffered a nervous breakdown when his first love died suddenly and lost eight political elections. Later in life, he suffered profound grief over the tragic death of three of his four children. Yet his strong will was the spur that pushed him forward, strengthening his optimism, dedication and determination. It intensified and focused his efforts and enabled him to triumph over the overwhelming failures and profound difficulties in his life. A hundred years later, people from around the world commend Abraham Lincoln as the greatest American president of all time.**

**再如亚伯拉罕·林肯这个英雄的典范，他一生面临了无数艰辛、失败和接二连三的不幸。他的出身和经历真是一点也算不上光鲜。他在一个非常贫困的家庭长大，只受过一年正规教育。经商两度失败，初恋爱人的突然离世也使他精神崩溃，还在八次政治选举中落马。此后，他的四个孩子有三个不幸去世，令他悲痛欲绝。然而，坚强的意志鞭策着他，推动他前进，使他更加乐观、投入、坚毅。这让他得以全力以赴，一次次战胜生命中的巨大困难和挫折。一百年之后，世界各地的人们都赞颂亚伯拉罕·林肯，认为他是有史以来最伟大的美国总统。**

**5 Just like Churchill and Lincoln, only those who "keep their eyes on the prize", those who uphold a committed and focused will and spirit, will find their endeavors successful. Many artists, statesmen, writers and inventors have had the same experience. They achieved prosperity because they possessed a fierce will to keep preparing and working and a passion to succeed. They attained success, not because it was easy, but because they had the will to overcome profound obstacles and to work diligently in the pursuit of their goals.**

**与丘吉尔和林肯一样，只有那些“执著地追求成功”的人，那些保持始终如一的精神意志的人，才会通过自身的努力，获得成功。许多艺术家、政治家、作家和发明家都有同样的经历。他们之所以能取得这样的成就，是因为他们拥有强烈的意愿，不懈地准备、奋斗，并保持对成功的激情。他们取得了成功，并不是因为成功很容易，而是因为他们拥有克服重重障碍的意志，为了追求目标而勤奋努力。**

**6 After growing up on a cattle ranch without running water or electricity, Sandra Day O'Connor fought to achieve the best education possible. Consistently graduating at the top of her class, she worked her way into Stanford Law School, where she graduated with honors. But despite all of her hard work, Sandra Day O'Connor was still a woman in the 1950s. Even with the prestige of her degree from Stanford, she was rejected from the entire law circuit as firms preferred to hire less qualified men rather than risk hiring a female lawyer, which was unprecedented. Yet Sandra Day O'Connor refused to give up on her dreams. Through sheer persistence she was eventually nominated and then appointed the first woman Supreme Court Justice of the United States of America. There, she acted as a crucial vote on issues like abortion and women's rights.**

**桑德拉·戴·奥康纳成长于既没自来水也没电的养牛场，她努力学习以使自己接受到最好的教育。她的学习成绩在班上始终名列前茅，一路奋斗终于进入了斯坦福大学法学院，并以优异的成绩从法学院毕业。尽管奥康纳勤奋刻苦，但在20世纪50年代，她仍然受到女人身份的制约。即使斯坦福大学的学位有良好的声誉，她仍被整个法律界拒之门外，因为事务所宁愿聘请才干稍逊的男性，也不愿冒险破例雇佣一位女律师。然而，桑德拉·戴·奥康纳并未放弃梦想。她执著地坚持下去，终于得到提名并被任命为美国第一位女性最高法院大法官。她任职期间，对很多问题，例如堕胎和妇女权利，都起到了极为关键的作用。**

**7 Many people simply say that they want something, but they do not expend the substantial effort required to achieve it. Many people let the threat of failure stop them from trying with all of their heart. The secret of success is based upon a burning inward desire — a robust, fierce will and focus — that fuels the determination to act, to keep preparing, to keep going even when we are tired and fail. As a wise saying goes: "It's not how many times you fall down that matters. It's how many times you get back up that makes success!"**

**很多人只是嘴上说他们想要什么东西，但并不真正地付出大量努力去实现。很多人因为害怕失败而不敢全心尝试。而成功的秘诀在于内心燃烧的欲望——一种坚定不移的意志和专注力——从而激发行动的决心，即使疲惫，即使失败，也会继续准备，继续前进。正如一句箴言所说：“你摔倒了多少次并不要紧；你能多少次重新站起来对成功才至关重要！”**

**8 Focus on becoming more knowledgeable. Focus on gradual, consistent progress. Maintain the strong will to keep going — even when you are tired and want to slack or the odds seem too large. "Keep your eyes on the prize!" "Where there's a will, there's a way!" With hard work, determination, dedication and preparation, you can transcend any handicap, accomplish any feat, and achieve success!**

**专注于汲取更多的知识，争取持之以恒地渐进，保持永不言退的坚强意志——即使在你疲惫想要松懈的时候，或者困难重重之时。“执著地追求成功！”“有志者，事竟成！”只要刻苦努力，意志坚决，专心投入，准备充分，你就能跨越一切障碍，完成所有壮举，取得成功！**

**﻿**

**Chance favors the prepared**

**机遇偏爱有准备之人**

**1 Les Brown and his twin brother were adopted by Mamie Brown, a kitchen worker, shortly after their birth in a poverty-stricken Miami neighborhood.**

**莱斯·布朗和其孪生兄弟出生于迈阿密一个异常贫困的街区，出生后不久就一起被厨工玛米·布朗收养。**

**2 Because of his overactive behavior and nonstop talking as a child, Les was placed in special education classes for the learning disabled all the way through high school. Upon graduation, he became a garbage collector. The prospective opportunities for his future looked slim to others, but not to Les. He had a passion, a dream — a big dream that he was ready to work hard for. He was destined to be a disc jockey, also known as a "DJ", one of the radio celebrities mixing music broadcasts for the whole city.**

**由于儿时过度好动，还爱不停地说话，莱斯被送到专为学习困难儿童而设的特殊教育班，并一直读到了高中。一毕业，他就成了一名垃圾清运工。大家都觉得他将来不会有什么好前途，但他自己却不这么想。他有激情，有梦想——一个让他为之奋斗的伟大梦想。他觉得自己一定会成为电台音乐唱片节目主持人，通常也叫“DJ”，那可是电台名人，专门为面向全市的广播制作音乐节目。**

**3 At night he would take a radio to bed so he could indulge his dream by listening to the local DJs. He created an imaginary radio station in his tiny bedroom. A hairbrush served as his microphone as he energetically practiced speaking his masterpieces to his imaginary listeners.**

**一到晚上，他就带着收音机上床睡觉，这样他就可以一边听着当地DJ的节目，一边沉浸在自己的梦想里。他在自己的小卧室里营造了一个假想电台。他把梳子当麦克风，劲头十足地对着想象中的听众练习自己的杰作。**

**4 He aggravated his friends with his constant practicing. They all told him that he didn't have a chance and he would never be a DJ. They scorned him and said to stop dreaming and focus on the real world. Nonetheless, Les didn't let their negativity stop him. He kept his goals close to his heart and remained wrapped up in his own world, completely absorbed in preparing for his future, preparing to live his dream as a renowned DJ.**

**他无休止地练习让朋友们不胜其烦。他们都说他根本没有机会，永远都不可能成为DJ。他们嘲弄他，告诉他别做白日梦，要面对现实。然而，这些负面影响并没有让莱斯停止追求。他心中一直铭记自己的目标，继续沉浸在自己的世界里，全身心投入到对未来的准备中，去实现他成为著名DJ的梦想。**

**5 One day Les decided to take the initiative and begin with this enterprise. He boldly went to the local radio station and told the station manager he understood the layout of the station and was ready to be a disc jockey.**

**一天，莱斯决定主动出击，开始自己的事业。他大胆地来到当地电台，告诉经理他熟悉电台布局环境，完全可以成为一名DJ。**

**6 The manager looked dubiously at the untidy young man in overalls and a straw hat and inquired, "Do you have any expertise in broadcasting?"**

**经理满腹狐疑地看着这个一身工作服还戴着顶草帽的邋遢年轻人，问他：“你了解播音的专业知识吗？”**

**7 Les replied, "No sir, I don't."**

**莱斯回答说：“不，先生，我不了解。”**

**8 "Well, son, I'm afraid we don't have a job for you then," he responded bluntly. So, Les' first chance at success had been a complete bust.**

**“哦，孩子，那恐怕我们没法雇用你，”经理直截了当地回应。就这样，莱斯对成功的第一次尝试完全以失败告终。**

**9 Les was determined. He adored his adoptive mother, Mamie Brown, and was careful with his money to try and buy her nice things. Despite everyone's discouragement, she believed in him and had taught him to pursue his goals and persist in his dreams no matter what others said.**

**莱斯十分坚定。他很爱自己的养母玛米·布朗，还精打细算攒钱为她买喜欢的东西。尽管人人都打击他，但她却十分信任他，告诉他不管别人怎么说，都要追求自己的目标，坚持自己的梦想。**

**10 So, in spite of what the station manager had originally said, Les returned to the station every day for a week. His persistence was very persuasive, and the station manager finally gave in and took Les on to do small tasks — at no pay. Les brought coffee and food. He catered to their every need at work and worked overtime whenever necessary. Eventually, his enthusiasm won their confidence and they would send Les in their Cadillac to pick up celebrities, not knowing that he didn't even have a driver's license!**

**因此，不管电台经理之前怎么说，莱斯每天还是会去电台，这样持续了一周。他的坚持很能打动人，电台经理终于让了步，让他做一些小事情——不过没有报酬。莱斯负责给大家提供咖啡和吃的东西。他在工作中尽力满足大家的每一个要求，而且只要有需要，任何时候都可以加班。最后，他的工作热情赢得了大家的信任，他们让莱斯开着凯迪拉克去接送名人，居然不知道他连驾照都没有。**

**11 While hanging out with the station's real DJs, Les taught himself their posture and hand movements on the control panel. He stayed around the studio, soaking up whatever knowledge he could. He was disciplined; back in his bedroom at night, he faithfully practiced in anticipation of the opportunity he knew would come.**

**与电台真正的DJ相处时，莱斯自学他们操作调音台的姿势和手势。他徘徊在播音间，力所能及地汲取全部知识。他非常自律，晚上一回到房间，就满怀着期待不懈地练习，他知道机遇终会降临。**

**12 One afternoon at work, the DJ named Rock started to feel very sick while on the air. Les was the only person around, and he realized that Rock was coughing and losing his voice. Les stayed close in case there was some way he might help alleviate his co-worker's distress. He also worried that the illness was sure to doom this broadcast.**

**一天下午，工作期间，一个名叫洛克的DJ在直播时突然病得厉害。周围只有莱斯，而他意识到洛克正在咳嗽，都快不能说话了。莱斯凑近他，看看有什么办法能帮助同事减轻痛苦。他也担心这病肯定会让广播无法进行下去。**

**13 Finally, when the phone rang, Les grabbed it. It was the station manager, as he knew it would be.**

**最后，电话铃响了，莱斯抓起电话。正是电台经理，对此他已有预感。**

**14 "Les, this is Mr. Klein. I don't think Rock can finish his program."**

**“莱斯，我是克莱因。我觉得洛克没办法做完这期节目了。”**

**15 "Yes," he murmured, "I know."**

**“是的，”他低声说，“我知道。”**

**16 "Would you call one of the other deejays to come in and take over?"**

**“你能打电话叫其他DJ来接替他吗？”**

**17 "Yes, sir, I sure will."**

**“好的，先生，我一定去叫。”**

**18 But try as he might, none of the regular DJs were available. MC Cormick and DJ Slick were both out of town for the weekend and DJ Neil was also feeling sick. It seemed that the radio station was in big trouble.**

**但他找了个遍，却发现一个正式DJ都找不到。主持人考密克和DJ斯雷克都出城度周末去了，尼尔身体也不舒服。似乎电台的麻烦大了。**

**19 Frantic with distress, Les called the general manager. "Mr. Klein, I can't find nobody," Les said.**

**莱斯无计可施，几欲抓狂，只好给总经理打电话。“克莱因先生，一个人都找不到，”莱斯说。**

**20 Mr. Klein then asked, "Young man, do you know how to work the controls in the studio?"**

**克莱因先生于是问道：“小伙子，你知道怎么操作播音间里的调音台么？”**

**21 "Yes sir," replied Les, grinning with the sudden opportunity. He didn't even blink before he called his mother and his friends. "You all go out on the front porch and turn up the radio because I'm about to come on the air!" he said.**

**“我知道的，先生，”莱斯回答，为突如其来的机会笑了。他一刻都不耽搁，马上给母亲和朋友们打了电话。“你们都到前廊去，打开收音机，我马上要直播了！”他说。**

**22 Les rushed into the booth, hoisted Rock onto a nearby couch, and sat down in his place. He was ready. He flipped on the microphone and eloquently rapped, "Look out! This is me, LB, Les Brown! There were none before me and there will be none after me. Therefore, that makes me the one and only. Young and single and love to mingle. Qualified to bring you satisfaction, a whole lot of action. Look out, baby, I'm your lovin' man."**

**莱斯冲进播音间，把洛克扶到附近的沙发上，然后坐上了他的位置。他已做好准备。打开麦克风，他流利地开始了一段说唱：“注意啦！我是莱布，莱斯·布朗！空前绝后的莱斯·布朗，独一无二的莱斯·布朗。我青春年少，单身无挂，喜爱结交；我会让你心满意足，动能无限。来吧，亲爱的，我就是你喜爱的那个人。”**

**23 Because of his preparation, Les was ready. He had dazzled the audience and heard applause from his general manager. From that fateful beginning, Les was propelled to become an icon in broadcasting, politics, public speaking and television.**

**正因为莱斯勤于准备，他才能一切就绪。听众为之折服，经理为之鼓掌。在那决定命运的一刻后，莱斯不断前进，成为在广播、政治、演讲和电视等领域的一位偶像级人物。**