

They rationalize, "We're earning more than the average and we live better than the average. Why should we knock ourselves out?"

Actually, this group has developed a set of fears: fear of failure, fear of social disapproval, fear of insecurity, fear of losing what they already have. These people aren't satisfied because deep down they know they have surrendered. This group includes many talented, intelligent people who elect to crawl through life because they are afraid to stand up and run.

*Third group: Those who never surrender.* This group, maybe 2 or 3 percent of the total, doesn't let pessimism dictate, doesn't believe in surrendering to suppressive forces, doesn't believe in crawling. Instead, these people live and breathe success. This group is the happiest because it accomplishes the most. These people become top salesmen, top executives, top leaders in their respective fields. These people find life stimulating, rewarding, worthwhile. These people look forward to each new day, each new encounter with other people, as adventures to be lived fully.

Let's be honest. All of us would like to be in the third group, the one that finds greater success each year, the one that does things and gets results.

To get—and stay—in this group, however, we must fight off the suppressive influences of our environment. To understand how persons in the first and second groups will unwittingly try to hold you back, study this example.

Suppose you tell several of your "average" friends, with the greatest sincerity: "Someday I'm going to be vice president of this company."