

a pittance to the town junkman. The junkman brought in the right expert advisers and found that Darby would have rediscovered the vein—had he moved his digging by a mere three feet. Had Darby persevered he would have made his fortune, but he gave up and abandoned his dreams—when he was only three feet from gold. Rather than being crushed by his error, Darby learned from his experience and went on to build an insurance empire. Will you abandon your quest just before reaching great success, when you are only three feet from gold? (You can read how many of today's icons persevered through difficult situations in the book *Three Feet from Gold*.)

Begin Life Anew

Mr. Carnegie's speech reshaped my entire life and planted in my mind a burning purpose, which has driven me ceaselessly, and this despite the fact that I had but a vague idea as to what he meant by the term "other self."

During my labor of research into the causes of failure and success I have had the privilege of analyzing more than 25,000 men and women who were rated as "failures," and over 500 who were classed as "successful." Many years ago I caught my first glimpse of that "other self" Mr. Carnegie had mentioned. The discovery came, as he said it would, as the result of two major turning-points of my life, which constituted emergencies that forced me to think my way out of difficulties such as I had never before experienced.