

FOUR WAYS TO DEVELOP THE BIG THINKER'S VOCABULARY

Here are four ways to help you develop a big thinker's vocabulary.

1. Use big, positive, cheerful words and phrases to describe how you feel. When someone asks, "How do you feel today?" and you respond with an "I'm tired (I have a headache, I wish it were Saturday, I don't feel so good)," you actually make yourself feel worse. Practice this: it's a very simple point, but it has tremendous power. Every time someone asks you, "How are you?" or "How are you feeling today?" respond with a "Just *wonderful*! thanks, and you?" or say "Great" or "Fine." Say you feel wonderful at every possible opportunity, and you will begin to feel wonderful—and bigger, too. Become known as a person who always feels great. It wins friends.
2. Use bright, cheerful, favorable words and phrases to describe other people. Make it a rule to have a big, positive word for all your friends and associates. When you and someone else are discussing an absent third party, be sure you compliment him with big words and phrases like "He's really a *fine* fellow." "They tell me he's working out *wonderfully* well." Be extremely careful to avoid the petty cut-him-down language. Sooner or later third parties hear what's been said, and then such talk only cuts *you* down.
3. Use positive language to encourage others. Compliment people personally at every opportunity. Everyone you know