

Dread making a certain phone call? Make it, and dread disappears. Put it off, and it will get harder and harder to make.

Dread going to a doctor for a checkup? Go, and your worry vanishes. Chances are nothing serious is wrong with you, and if there is, you know where you stand. Put off that checkup, and you feed your fear until it may grow so strong that you actually are sick.

Dread discussing a problem with your superior? Discuss it, and discover how those worries are conquered.

Build *confidence*. Destroy *fear* through *action*.

START YOUR MENTAL ENGINE—MECHANICALLY

An aspiring young writer who wasn't experiencing success made this confession: "My trouble is, whole days and weeks pass that I can't get a thing written.

"You see," he remarked, "writing is creative. You've got to be inspired. Your spirit must move you."

True, writing is creative, but here's how another creative man, also a writer, explained his "secret" for producing quantities of successful material.

"I use a 'mind force' technique," he began. "I've got deadlines to meet, and I can't wait for my spirit to move me. I've got to move my spirit. Here's how my method works. I make myself sit down at my desk. Then I pick up a pencil and go through mechanical motions of writing. I put down anything. I doodle. I get my fingers and arm in motion, and sooner or later, without my being conscious of it, my mind gets on the right track.

"Sometimes, of course, I get ideas out of the blue when I'm not trying to write," he went on, "but these are just bonuses. Most of the good ideas come from just getting to work."