

aims and plans and gives to others the opportunity to profit by his ideas.

Wise men keep their plans to themselves and refrain from expressing uninvited opinions. This prevents others from appropriating their ideas and makes it difficult for others to interfere with their plans.

*Q* Why do so many people indulge in the habit of expressing uninvited opinions?

*A* The habit is one way of expressing egotism and vanity. The desire for self-expression is inborn in people. The motive behind the habit is to attract the attention of others and to impress them favorably. Actually it has just the opposite effect. When the self-invited speaker attracts attention, it usually is unfavorable.

*Q* Yes, what other disadvantages has the habit?

*A* The person who insists on talking seldom has an opportunity to learn by listening to others.

*Q* But isn't it true that a magnetic speaker often puts himself in the way of opportunity to benefit himself by attracting the attention of others through his powers of oratory?

*A* Yes, a magnetic orator does have an asset of tremendous value in his ability to impress people by his speech, but he cannot make the best use of this asset if he forces his speech on others without their invitation.

No single quality adds more to one's personality than the ability to speak with emotional feeling, force, and conviction, but the speaker must not impose his speech upon others without