

of inventors with ability superior to that of the late Thomas A. Edison. But these men have never been heard of, while the name of Edison will go marching on because Edison converted failure into a stepping stone to achievement while the others used it as an alibi for not producing results.

*Q* Is the capacity to surmount failure without being discouraged one of Henry Ford's chief assets?

*A* Yes, and this same quality is the chief asset of every man who attains outstanding success in any calling.

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In the book *Three Feet from Gold* my co-author and I interviewed more than thirty-five of today's top leaders, not about their successes but about their toughest moments and how they persevered to achieve great success. For example, Julie Krone, the first woman ever inducted into the Thoroughbred Hall of Fame, with 3,704 victories under her reins, described her struggles at the beginning of her career as a jockey. Many of the horse owners simply would not hire a woman jockey. She said her motto of perseverance was, "Keep showing up!" She said, "I discovered if I showed up every day and did my best, eventually they'd put me on a horse just to get rid of me." The rest is history. Julie was named as one of the toughest athletes of all time by *USA Today*.

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