

Decide right now to salvage something from every setback. Next time things seem to go wrong on the job or at home, calm down and find out what caused the trouble. This is the way to avoid making the same error twice.

Being licked is valuable if we learn from it.

We human beings are curious creatures. We're quick to accept full credit for our victories. When we win, we want the world to know about it. It's natural to want others to look at you and say, "There goes the fellow who did such and such."

But human beings are equally quick to blame someone else for each setback. It's natural for salesmen to blame customers when sales are lost. It's natural for executives to blame employees or other executives when things get out of gear. It's natural for husbands to blame wives and wives to blame husbands for quarrels and family problems.

It is true that in this complex world others may trip us. But it is also true that more often than not we trip ourselves. We lose because of personal inadequacy, some personal mistake.

Condition yourself for success this way. Remind yourself that you want to be as nearly perfect as is humanly possible. Be objective. Put yourself in a glass tube and look at yourself as a disinterested third party would look at the situation. See if you have a weakness that you've never noticed before. If you have, take action to correct it. Many people become so accustomed to themselves that they fail to see ways for improvement.

The great Metropolitan Opera star Risë Stevens said in *Reader's Digest* (July 1955) that at the unhappiest moment of her life she received the best advice she's ever had.