

is chairman of the Department of Economics at a fine liberal arts college. He's happy, too. He smiles when he says, "I've got almost a third of my good years left."

Old age is a failure disease. Defeat it by refusing to let it hold you back.

*When is a person too young?* The "I'm too young" variety of age excusitis does much damage, too. About a year ago, a twenty-three-year-old fellow named Jerry came to me with a problem. Jerry was a fine young man. He had been a paratrooper in the service and then had gone to college. While going to college, Jerry supported his wife and son by selling for a large transfer-and-storage company. He had done a terrific job, both in college and for his company.

But today Jerry was worried. "Dr. Schwartz," he said, "I've got a problem. My company has offered me the job of sales manager. This would make me supervisor over eight salesmen."

"Congratulations, that's wonderful news!" I said. "But you seem worried."

"Well," he continued, "all eight men I'm to supervise are from seven to twenty-one years older than I. What do you think I should do? Can I handle it?"

"Jerry," I said, "the general manager of your company obviously thinks you're old enough or he wouldn't have offered you this job. Just remember these three points and everything will work out just fine: first, don't be age conscious. Back on the farm a boy became a man when he proved he could do the work of a man. His number of birthdays had nothing to do with it. And this applies to you. When you prove you are able