

that cancer can be cured will ultimately produce cures for cancer. Currently, there is some talk of building a tunnel under the English Channel to connect England with the Continent. Whether this tunnel is ever built depends on whether responsible people believe it can be built.

Belief in great results is the driving force, the power behind all great books, plays, scientific discoveries. Belief in success is behind every successful business, church, and political organization. Belief in success is the one basic, absolutely essential ingredient of successful people.

Believe, really believe, you can succeed, and you will.

Over the years I've talked with many people who have failed in business ventures and in various careers. I've heard a lot of reasons and excuses for failure. Something especially significant unfolds as conversations with failures develop. In a casual sort of way the failure drops a remark like "To tell the truth, I didn't think it would work" or "I had my misgivings before I even started out" or "Actually, I wasn't too surprised that it didn't work out."

The "Okay-I'll-give-it-a-try-but-I-don't-think-it-will-work" attitude produces failures.

Disbelief is negative power. When the mind disbelieves or doubts, the mind attracts "reasons" to support the disbelief. Doubt, disbelief, the *subconscious will to fail*, the *not really wanting* to succeed, is responsible for most failures.

Think doubt and fail.

Think victory and succeed.

A young fiction writer talked with me recently about her writing ambitions. The name of one of the top writers in her field came up.