

Q Your explanation clears up the matter. Now go ahead and tell me of some of your other tricks with which you allure people into drifting.

“Edison converted failure into a stepping stone to achievement while the others used it as an alibi for not producing results.”

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How are you dealing with failure in your life?

A One of my most effective tricks is known to you as propaganda. This is the instrument of greatest value to me in setting people to murdering one another under the guise of war.

The cleverness of this trick consists mainly of the subtlety with which I use it.

I mix propaganda with the news of the world. I have it taught in public and private schools. I see that it finds its way into the pulpit. I color moving pictures with it. I see that it enters every home where there is a radio. I inject it into billboard, newspaper, and radio advertising. I spread it in every place of business where people work. I use it to fill the divorce courts and I make it serve to destroy business and industry.

It is my chief instrument for starting runs on banks. My propagandists cover the world so thoroughly that I can start epidemics of disease, turn loose the dogs of war, or throw business into a panic at will.