

Use this two-step procedure to cure fear and win confidence:

1. Isolate your fear. Pin it down. Determine exactly what you are afraid of.
2. Then take action. There is some kind of action for any kind of fear.

And remember, hesitation only enlarges, magnifies the fear. Take action promptly. Be decisive.

Much lack of self-confidence can be traced directly to a mismanaged memory.

Your brain is very much like a bank. Every day you make thought deposits in your "mind bank." These thought deposits grow and become your memory. When you settle down to think or when you face a problem, in effect you say to your memory bank, "What do I already know about this?"

Your memory bank automatically answers and supplies you with bits of information relating to this situation that you deposited on previous occasions. Your memory, then, is the basic supplier of raw material for your new thought.

The teller in your memory bank is tremendously reliable. He never crosses you up. If you approach him and say, "Mr. Teller, let me withdraw some thoughts I deposited in the past proving I'm inferior to just about everybody else," he'll say, "Certainly, sir. Recall how you failed two times previously when you tried this? Recall what your sixth-grade teacher told you about your inability to accomplish things . . . Recall what you overheard some fellow workers saying about you . . . Recall . . ."