

**Q** I NOW HAVE A BETTER UNDERSTANDING of the potentialities of adversity and failure. You may go ahead, now, with your description of the next of the seven principles. What is your next principle?

**A** The next principle is *environmental influence*.

**Q** Go ahead and describe the working principle of environmental influences as a determining factor in human destinies.

**A** Environment consists of all the mental, spiritual, and physical forces which affect and influence human beings.

**Q** What connection, if any, is there between environmental influences and hypnotic rhythm?

**A** Hypnotic rhythm solidifies and makes permanent the thought-habits of human beings. Thought-habits are stimulated by environmental influences. In other words, the material on which thoughts are fed comes from one's environment. Thought-habits are made permanent by hypnotic rhythm.

**Q** What is the most important part of one's environment, the part which determines, more than all others, whether an individual makes positive or negative use of his mind?

**A** The most important part of one's environment is that created by his association with others. All people absorb and take over, either consciously or unconsciously, the thought-habits of those with whom they associate closely.

**Q** Do you mean by this that constant association with a person whose thought-habits are negative influences one to form negative thought-habits?