

look on the outside has a lot to do with how you feel on the inside.

2. Concentrate on your assets. Build a sell-yourself-to-yourself commercial *and use it*. Learn to supercharge yourself. Know your *positive* self.
3. Put other people in proper perspective. The other person is just another human being, so why be afraid of him?

Think Big Enough to see how good you really are!

C. When an Argument or Quarrel Seems Inevitable, THINK BIG.

Successfully resist the temptation to argue and quarrel by:

1. Asking yourself, "Honestly now, is this thing really important enough to argue about?"
2. Reminding yourself, you never gain anything from an argument but you always lose something.

Think Big Enough to see that quarrels, arguments, feuds, and fusses will never help you get where you want to go.

D. When You Feel Defeated, THINK BIG.

It is not possible to achieve large success without hardships and setbacks. But it is possible to live the rest of your life without defeat. Big thinkers react to setbacks this way:

1. Regard the setback as a lesson. Learn from it. Research it. Use it to propel you forward. Salvage something from every setback.
2. Blend persistence with experimentation. Back off and start afresh with a new approach.