

seek the answer from the Devil, for he would tell me quickly enough that victory goes to the people who know what they want and are determined to have it. They have mastered the habit of drifting. They have definite policies, definite plans, and definite objectives. Their opposition, which may outnumber them very greatly, has no chance against them because the opposition has no plan, no purpose, no policy except that of drifting along, hoping that something may turn up to help them. In those three brief sentences you have the sum and the substance of the difference between success and failure, power and lack of it.

We come, now, near to the end of our visit through this book. If we were to try to state in one brief sentence the most important part of that which I have tried to convey through the book, it would be something like this:

*One's dominating desires can be crystallized into their physical equivalents through definiteness of purpose backed by definiteness of plans, with the aid of nature's law of hypnotic rhythm and time!*

There you have the positive phase of the philosophy of individual achievement I have tried to describe through this book, brought down to an irreducible minimum of brevity and simplicity. If you expand the philosophy for the purpose of adapting it to the circumstances of life, you find that it is as broad as life itself, that it covers all human relationships, all human thoughts, aims, and desires.

So here we are, at the end of the strangest of all the thousands of interviews I have had with the great and the near-great, over a period of fifty years of labor, in my search for the truths of life that lead to happiness and economic security.