

perspires and is on edge just before he telecasts. But once he's in action, fear disappears. Many veteran actors experience the same sensation. They agree that the only cure for stage fright is action. Getting right out there before the audience is the cure for dread, worry, fear.

Action cures fear. One evening we were visiting in a friend's home when their five-year-old boy, who had been put to bed thirty minutes before, cried out. The youngster had been overstimulated by a science fiction film and was afraid the little green monsters were going to enter his room and kidnap him. I was intrigued by the way the boy's father relieved the lad's worry. He didn't say, "Don't worry, son, nothing is going to get you. Go back to sleep." Instead he took positive action. He made quite a show for the boy by inspecting the windows to be sure they were tight. Then he picked up one of the boy's plastic guns and put it on a table beside his bed and said, "Billy, here's a gun for you just in case." The little fellow had a look of complete relief. Four minutes later he was fast asleep.

Many physicians give neutral, harmless "medication" to people who insist they've got to have something to make them sleep. To lots of folks the act of swallowing a pill, even though (unknown to them) the pill has no medication, makes them feel better.

It's perfectly natural to experience fear in one of many forms. But the usual methods of combating it simply don't work. I've been with many salesmen who tried to cure fear, which creeps up on even the most experienced of them at times, by going around the block a few times or drinking extra coffee. But these things don't get results. The way to combat that kind of fear—yes, any kind of fear—yes, *any* kind of fear—is *action*.