

Every day thousands of people bury good ideas because they are afraid to act on them.

And afterward, the ghosts of those ideas come back to haunt them.

Put these two thoughts deep in your mind. First, give your ideas value by acting on them. Regardless of how good the idea, unless you do something with it, you gain nothing.

Second, act on your ideas and gain mind tranquillity. Someone once said that the saddest words of tongue or pen are these: it might have been. Every day you hear someone saying something like "Had I gone into business seven years ago, I'd sure be sitting pretty now." Or "I had a hunch it would work out like that. I wish I had done something about it." A good idea if not acted upon produces terrible psychological pain. But a good idea acted upon brings enormous mental satisfaction.

Got a good idea? Then do something about it.

*Use action to cure fear and gain confidence.* Here's something to remember. Action feeds and strengthens confidence; inaction in all forms feeds fear. To fight fear, *act*. To increase fear—wait, put off, postpone.

Once I heard a young paratrooper instructor explain, "The jump really isn't so bad. It's the waiting to jump that gets a fellow. On the trip to the jump site I always try to make the time pass quickly for the men. It's happened more than once that a trainee thought too much about what may happen and panicked. If we can't get him to jump the next trip, he's through as a paratrooper. Instead of gaining confidence, the longer he postpones the jump, the more scared he gets."

Waiting even makes the experts nervous. *Time* magazine reported that Edward R. Murrow, the nation's top newscaster,