

I have never met nor heard of a highly successful business executive, military officer, salesman, professional person, or leader in any field who could not have found one or more major excuses to hide behind. Roosevelt could have hidden behind his lifeless legs; Truman could have used "no college education"; Kennedy could have said, "I'm too young to be president"; Johnson and Eisenhower could have ducked behind heart attacks.

Like any disease, excusitis gets worse if it isn't treated properly. A victim of this thought disease goes through this mental process: "I'm not doing as well as I should. What can I use as an alibi that will help me save face? Let's see: poor health? lack of education? too old? too young? bad luck? personal misfortune? wife? the way my family brought me up?"

Once the victim of this failure disease has selected a "good" excuse, he sticks with it. Then he relies on the excuse to explain to himself and others why he is not going forward.

And each time the victim makes the excuse, the excuse becomes imbedded deeper within his subconsciousness. Thoughts, positive or negative, grow stronger when fertilized with constant repetition. At first the victim of excusitis knows his alibi is more or less a lie. But the more frequently he repeats it, the more convinced he becomes that it is completely true, that the alibi is the real reason for his not being the success he should be.

Procedure One, then, in your individual program of thinking yourself to success, must be to *vaccinate yourself against excusitis, the disease of the failures.*

THE FOUR MOST COMMON FORMS OF EXCUSITIS

Excusitis appears in a wide variety of forms, but the worst types of this disease are health excusitis, intelligence excusitis, age