

causes organic difficulties, shortens life; fear closes your mouth when you want to speak.

Fear—uncertainty, lack of confidence—explains why we still have economic recessions. Fear explains why millions of people accomplish little and enjoy little.

Truly, fear is a powerful force. In one way or another fear prevents people from getting what they want from life.

Fear of all kinds and sizes is a form of psychological infection. We can cure a mental infection the same way we cure a body infection—with specific, proved treatments.

First, though, as part of your pretreatment preparation, condition yourself with this fact: all confidence is acquired, developed. No one is born with confidence. Those people you know who radiate confidence, who have conquered worry, who are at ease everywhere and all the time, acquired their confidence, every bit of it.

You can, too. This chapter shows how.

During World War II the Navy made sure that all of its new recruits either knew how to swim or learned how—the idea being, of course, that the ability to swim might someday save the sailor's life at sea.

Nonswimming recruits were put into swimming classes. I watched a number of these training experiences. In a superficial sort of way, it was amusing to see young, healthy men terrified by a few feet of water. One of the exercises I recall required the new sailor to jump—not dive—from a board six feet in the air into eight or more feet of water while a half-dozen expert swimmers stood by.

In a deeper sense, it was a sad sight. The fear those young