

The difference between Messrs. Activationist and Passivationist shows through in all forms of behavior. Mr. A. gets the things done he wants done, and as by-products he gains confidence, a feeling of inner security, self-reliance, and more income. Mr. P. doesn't get the things done he wants done because he won't act. As by-products he loses confidence in himself, destroys his self-reliance, lives in mediocrity.

Mr. Activationist *does*. Mr. Passivationist is *going to do but doesn't*.

Everyone wants to be an activationist. So let's get the action habit.

A lot of passivationists got that way because they insisted on waiting until everything was 100 percent favorable before they took action. Perfection is highly desirable. But nothing man-made or man-designed is, or can be, absolutely perfect. So to wait for the perfect set of conditions is to wait forever.

Below are three case histories that show how three persons reacted to "conditions."

CASE NO. 1: WHY G. N. HASN'T MARRIED

Mr. G. N. is now in his late thirties, is well educated, works as an accountant, and lives alone in Chicago. G. N.'s big desire is to get married. He wants love, companionship, a home, children, the works. G. N. has been close to marriage; once he was only one day away. But each time he has been near marriage, he discovers something wrong with the girl he's about to marry. ("Just in time, before I made an awful mistake.")

One instance stands out: Two years ago, G. N. thought he finally had met just the right girl. She was attractive, pleasant, intelligent. But G. N. had to be absolutely sure that marriage