

He will take a drink of liquor if someone else will pay for it.

He will gamble if he can do it "on the cuff."

He will criticize others who are succeeding in their chosen calling.

In brief, the drifter will work harder to get out of thinking than most others work in earning a good living.

He will tell a lie rather than admit his ignorance on any subject.

If he works for others, he will criticize them to their backs and flatter them to their faces.

*Q* You have given me a graphic description of the drifter. Please now describe the non-drifter so that I may recognize him on sight.

*A* The first sign of a non-drifter is this: He is always engaged in doing something definite, through some well-organized plan which is definite. He has a major goal in life toward which he is always working, and many minor goals, all of which lead toward his central scheme.

The tone of his voice, the quickness of his step, the sparkle in his eyes, the quickness of his decisions clearly mark him as a person who knows exactly what he wants and is determined to get it, no matter how long it may take or what price he must pay.

If you ask him questions, he gives you direct answers and never falls back on evasions or resorts to subterfuge.