

philosophy of personal achievement seemed so ludicrous that I laughed hilariously, perhaps scornfully.

I squirmed in my chair, ran my fingers through my hair, and tried to create an alibi that would justify me in my own mind in taking the sheet of paper out of my typewriter before I had really begun to write, but the urge to continue was stronger than the desire to quit. I became reconciled to my task and went ahead.

“The urge to continue was stronger than the desire to quit.”

Remember that time when you wanted to quit, but something drove you to keep going? It may have been your “other self.”

Looking backward now, in the light of all that has happened, I can see that those minor experiences of adversity through which I had passed were among the most fortunate and profitable of all of my experiences. They were blessings in disguise because they forced me to continue a work which finally brought me an opportunity to make myself more useful to the world than I might have been had I succeeded in any previous plan or purpose.

For almost three months I worked on those manuscripts, completing them during the early part of 1924. As soon as they had been completed, I felt myself again being lured by the desire to get back into the great American game of business.

Succumbing to the lure, I purchased the Metropolitan Business College in Cleveland, Ohio, and began to lay plans for