

better salesman and a better showman. I attract people by feeding them liberally of the thought-habits in which they like to indulge.

*Q* Is definiteness of purpose something with which one must be born or may it be acquired?

*A* Everyone, as I have told you before, is born with the privilege of being definite, but 98 out of every 100 people lose this privilege by sleeping on it. The privilege of definiteness can be maintained only by adopting it as a policy by which one is guided in all the affairs of life.

*Q* Oh, I see! One takes advantage of the principle of definiteness just as one may build a strong physical body—through constant, systematic use. Is that it?

*A* You have stated the truth clearly and accurately.

*Q* Now I think we are getting somewhere, Your Majesty. We have at long last found the starting point from which all who become self-determining in life must take off.

We have discovered, from your astounding confession, that your greatest asset is man's lack of caution, which enables you to lead him into the jungle of indefiniteness through simple bribes.

We have learned, beyond the question of doubt, that anyone who adopts definiteness of purpose as a policy and uses it in all of his daily experiences cannot be induced to form the habit of drifting. Without the aid of the drifting habit you are powerless to attract people through promises. Is this correct?

*A* I couldn't have stated the truth more clearly myself.