

BUILD CONFIDENCE AND DESTROY FEAR

FRIENDS MEAN WELL WHEN they say, "It's only your imagination. Don't worry. There's nothing to be afraid of."

But you and I know this kind of fear medicine never really works. Such soothing remarks may give us fear relief for a few minutes or maybe even a few hours. But the "it's-only-in-your-imagination" treatment doesn't really build confidence and cure fear.

Yes, fear is real. And we must recognize it exists before we can conquer it.

Most fear today is psychological. Worry, tension, embarrassment, panic all stem from mismanaged, negative imagination. But simply knowing the breeding ground of fear doesn't cure fear. If a physician discovers you have an infection in some part of your body, he doesn't stop there. He proceeds with treatment to cure the infection.

The old "it's-only-in-your-mind" treatment presumes fear doesn't really exist. But it *does*. Fear is *real*. Fear is success enemy number one. Fear stops people from capitalizing on opportunity; fear wears down physical vitality; fear actually makes people sick,