

memory bank. Let the others fade away. And your confidence, that feeling of being on top of the world, will zoom upward. You take a big step forward toward conquering fear when you refuse to remember negative, self-deprecating thoughts.

Why do people fear other people? Why do many folks feel self-conscious around others? What's behind shyness? What can we do about it?

Fear of other people is a big fear. But there is a way to conquer it. You can conquer fear of people if you will learn to put them into proper perspective.

A business friend, who is doing exceptionally well operating his own wood-novelty plant, explained to me how he got the proper perspective of people. His example is interesting.

"Before I went into the army in World War II, I was scared of just about everybody. You just wouldn't believe how shy and timid I was. I felt everyone else was a lot smarter. I worried about my physical and mental inadequacies. I thought I was born to fail.

"Then by some fortunate quirk of fate I lost my fear of people in the Army. During part of 1942 and 1943, when the Army was inducting men at a terrific clip, I was stationed as a medic at one of the big induction centers. Day after day I assisted in examining those men. The more I looked at these recruits, the less afraid of people I became.

"All those men lined up by the hundreds, naked as jaybirds, looked so much alike. Oh sure, there were fat ones and skinny ones, tall ones and short ones, but they all were confused, all were lonesome. Just a few days before some of these were rising young executives. Some were farmers, some were salesmen, drifters, blue-collar workers. A few days before they had been many things. But at the induction center they were all alike.