

Q Am I to understand from your remarks that you have to gain control of people while they are very young or lose your opportunity at them altogether?

A I prefer to claim them before they come into possession of their own minds. Once any person learns the power of his own thoughts, he becomes positive and difficult to subdue. As a matter of fact, I cannot control any human being who discovers and uses the principle of definiteness.

Q Is the habit of definiteness a permanent protection against your control?

A No, not by any means. Definiteness closes the door of one's mind to me only as long as that person follows the principle as a matter of policy. Once any person hesitates, procrastinates, or becomes indefinite about anything, he is just one step removed from my control.

Says the Devil: *"Once any person hesitates, procrastinates, or becomes indefinite about anything, he is just one step removed from my control."*

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The metaphysical and spiritual aspects of the author's philosophy are on display in these responses by the Devil. What he calls "definiteness" is today often called "intention" or being "goal-driven" or "purpose-driven."
