

difference between a sound and an unsound plan is that the sound plan, if definitely applied, may be carried out more quickly than an unsound plan.

Q In other words, if one cannot be always right one can and should be always definite? Is that what you are trying to get across to me?

A That is the idea. People who are definite in both their plans and their purposes never accept temporary defeat as being more than an urge to greater effort. You can see for yourself that this sort of policy is bound to win if it is followed with definiteness.

Q Can a person who moves with definiteness of both plan and purpose be always sure of success?

A No. The best of plans sometimes misfire, but the person who moves with definiteness recognizes the difference between temporary defeat and failure. When plans fail he substitutes others but he does not change his purpose. He perseveres. Eventually he finds a plan that succeeds.

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