

been following, and when it is reached it forces one to leave that path and take up another, thereby creating a new rhythm.

But failure does more than this. It gives an individual an opportunity to test himself wherein he may learn how much will power he possesses. Failure also forces people to learn many truths they would never discover without it. Failure often leads an individual to an understanding of the power of self-discipline without which no one could turn back after having once been the victim of hypnotic rhythm.

Study the lives of all people who achieve outstanding success in any calling and observe, with profit, that their success is usually in exact ratio to their experiences of defeat before succeeding.

“Failure brings a climax in which one has the privilege of clearing his mind of fear and making a new start in another direction.”

Q Is this all you have to say of the advantages of failure?

A No, I have barely begun. If you want the real significance of adversity, failure, defeat, and all other experiences which break up a human being's habits and force him to form new habits, watch nature at her work. Nature uses illness to break the physical rhythm of the body when the cells and organs become improperly related. She uses economic depressions to break the rhythm of mass thought when great numbers of people become improperly related—through business, social, and political activities. And she uses failure to break the rhythm