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### CURE YOURSELF OF EXCUSITIS, THE FAILURE DISEASE

PEOPLE—AS YOU THINK YOURSELF to success, that's what you will study, people. You will study people very carefully to discover, then apply, success-rewarding principles to your life. And you want to begin right away.

Go deep into your study of people, and you'll discover unsuccessful people suffer a mind-deadening thought disease. We call this disease *excusitis*. Every failure has this disease in its advanced form. And most "average" persons have at least a mild case of it.

You will discover that *excusitis* explains the difference between the person who is going places and the fellow who is barely holding his own. You will find that the more successful the individual, the less inclined he is to make excuses.

But the fellow who has gone nowhere and has no plans for getting anywhere always has a bookful of reasons to explain why. Persons with mediocre accomplishments are quick to explain why they haven't, why they don't, why they can't, and why they aren't.

Study the lives of successful people and you'll discover this: all the excuses made by the mediocre fellow could be *but aren't* made by the successful person.