

*Q* IS FAILURE EVER A BENEFIT TO MAN?

*A* Yes. Indeed, learning from adversity is the third of the seven principles. But few people know that every adversity brings with it the seed of an equivalent advantage. Still fewer people know the difference between temporary defeat and failure. If this knowledge were generally known, I would be deprived of one of my strongest weapons of control over human beings.

*Q* But I understood you to say that failure is one of your greatest allies. I got the impression from your confession that failure causes people to lose ambition and quit trying, and then you take them over without opposition on their part.

*A* That is just the point. I take them over after they quit trying. If they knew the difference between temporary defeat and failure, they would not quit when they meet with opposition from life. If they knew that every form of defeat, and all failures, bring with them the seed of unborn opportunity, they would keep on fighting and win. Success usually is but one short step beyond the point where one quits fighting.

*Q* Is that all one might learn from adversity, defeat, and failure?

*A* No, that is the least of what one might learn. I hate to tell you this, but failure often serves as a blessing in disguise because it breaks the grip of hypnotic rhythm and frees the mind for a fresh start.

*Q* Now we are getting somewhere. So you have confessed, at long last, that even nature's law of hypnotic rhythm can be and often is annulled by nature herself. Is that correct?