May I suggest you finish college. Going summers, you can do it in two years. Then I'm sure you can land the job you want, with the company you want to work for."

"I realize," he answered, "that a college education would help. But it's impossible for me to go back to school."

"Impossible? Why?" I asked.

"Well, for one thing," he began, "I'm twenty-four. On top of that, my wife and I are expecting our second child in a couple of months. We barely get by now on what I make. I wouldn't have time to study since I'd have to keep my job. It's just impossible, that's all."

This young man really had himself convinced that finishing college was impossible.

Then I said to him, "If you believe it is impossible to finish school, then it is. But by the same token, if you'll just believe it is possible to return to the university, a solution will come.

"Now, here's what I would like you to do. Make up your mind you are going to go back to school. Let that one thought dominate your thinking. Then think, really think, about how you can do it and still support your family. Come back in a couple of weeks and let me know what ideas you've come up with."

My young friend returned two weeks later.

"I thought a lot about what you said," he began. "I've decided I must go back to school. I haven't figured out all the angles yet, but I'll find a solution."

And he did.

He managed to get a scholarship provided by a trade association, which paid his tuition, books, and incidentals. He rearranged his work schedule so he could attend classes. His enthusiasm and the promise of a better life won him his wife's full