

*Q* That statement covers lots of territory, Your Majesty. Do you not wish to modify it or tone it down a bit for the sake of accuracy?

*A* No modification is necessary because the claim is none too broad. Search accurately into the lives of men and women who achieve enduring success and you will find, without exception, that their success has been in exact proportion to the extent that they surmounted failure.

The life of every successful person loudly acclaims that which every true philosopher knows: "Every failure brings with it the seed of an equivalent success."

But the seed will not germinate and grow under the influence of a drifter. It springs to life only when it is in the hands of one who recognizes that most failures are only temporary defeat, and who never, under any circumstances, accepts defeat as an excuse for drifting.

*Q* If I understand you correctly, you claim there is virtue in failure. That does not seem reasonable. Why do you try to induce people to fail if there is virtue in failure?

*A* There is no inconsistency in my claims. The appearance of inconsistency is due to your lack of understanding. Failure is a virtue only when it does not lead one to quit trying and begin drifting. I induce as many people as I can to fail as often as possible for the reason that not one out of ten thousand will keep on trying after failing two or three times. I am not concerned about the few who convert failures into stepping stones because they belong to my opposition anyway. They are the non-drifters and therefore they are beyond my reach.