

How blind can we be? See what can be, not just what is.

The schoolteacher who thinks of Jimmy only as he is—an ill-mannered, backward, uncouth brat—certainly will not aid Jimmy's development. But the teacher who sees Jimmy not as he is now but as he can be, she'll get results.

Most folks driving through skid row see only broken-down stumblebums hopelessly lost to the bottle. A few devoted people see something else in the skid row—ite; they see a reconstructed citizen. And because they see this, they succeed in many cases in doing an excellent rehabilitation job.

4. *What determines how much you're worth?* After a training session a few weeks ago, a young man came to see me and asked if he could talk with me for a few minutes. I knew that this young fellow, now about twenty-six, had been a very underprivileged child. On top of this, he had experienced a mountain of misfortune in his early adult years. I also knew that he was making a real effort to prepare himself for a solid future.

Over coffee, we quickly worked out his technical problem, and our discussion turned to how people who have few physical possessions should look toward the future. His comments provide a straightforward, sound answer.

"I've got less than \$200 in the bank. My job as a rate clerk doesn't pay much, and it doesn't carry much responsibility. My car is four years old, and my wife and I live in a cramped second-floor apartment.

"But, Professor," he continued, "I'm determined not to let what I haven't got stop me."

That was an intriguing statement, so I urged him to explain.