

tively, making employees really like their work, or preventing a "certain" quarrel—all of these are examples of practical, everyday creative thinking.

Creative thinking is simply finding new, improved ways to do anything. The rewards of all types of success—success in the home, at work, in the community—hinge on finding ways to do things better. Now let's see what we can do to develop and strengthen our creative thinking ability.

*Step one: Believe it can be done.* Here is a basic truth: To do *anything*, we must first believe it can be done. Believing something can be done sets the mind in motion to find a way to do it.

To illustrate this point of creative thinking in training sessions, I often use this example: I ask the group, "How many of you feel it is possible to eliminate jails within the next thirty years?"

Invariably the group looks bewildered, not quite sure they heard right and thinking they are listening to a real fuzzy-wuzzy. So after a pause I repeat, "How many of you feel it is possible to eliminate jails within the next thirty years?"

Once they're sure I'm not joking, someone always blasts me with something like "You mean to say you want to turn all those murderers, thieves, and rapists loose? Don't you realize what this would mean? Why, none of us would be safe. We *have* to have jails."

Then the others cut loose:

"All order would break down if we didn't have jails."

"Some people are born criminals."

"If anything, we need more jails."

"Did you read in this morning's paper about that murder?"