

family is flying to Europe to spend a month's holiday. We're really living."

"How did this all happen?" I asked.

"It all happened," he continued, "when, to use the phrase you used tonight, 'I harnessed the power of belief.' Five years ago I learned about a job with a tool-and-die company here in Detroit. We were living in Cleveland at the time. I decided to look into it, hoping I could make a little more money. I got here early on Sunday evening, but the interview was not until Monday.

"After dinner I sat down in my hotel room, and for some reason, I got really disgusted with myself. 'Why,' I asked myself, 'am I just a middle-class failure? Why am I trying to get a job that represents such a small step forward?'

"I don't know to this day what prompted me to do it, but I took a sheet of hotel stationery and wrote down the names of five people I've known well for several years who had far surpassed me in earning power and job responsibility. Two were former neighbors who had moved away to fine subdivisions. Two others were fellows I had worked for, and the third was a brother-in-law.

"Next—again I don't know what made me do this—I asked myself, what do my five friends have that I don't have, besides better jobs? I compared myself with them on intelligence, but I honestly couldn't see that they excelled in the brains department. Nor could I truthfully say they had me beat on education, integrity, or personal habits.

"Finally, I got down to another success quality one hears a lot about: initiative. Here I hated to admit it, but I had to. On this point my record showed I was far below that of my successful friends.