

plans and throughout the years we will spend a certain amount of time in church activities.

"Ten years from now I want to be in a position to take a family cruise around the world. I would like very much to do this before the family gets scattered all over the world by marriages, etc. If we can't find time to make the cruise all at once, we will put it into four or five separate vacations and visit a different part of the world each year. Naturally, all these plans in 'home department' depend on how well things go in my 'work department,' so I'll have to keep on the ball if I'm to accomplish all this."

This plan was written five years ago. The trainee then owned two small dimestores. Now he owns five. And he has purchased seventeen acres for his country estate. He's thinking and progressing right along toward his goal.

The three departments of your life are closely interrelated. Each depends on the others to some extent. But the one department that has the most influence over the other departments is your work. Thousands of years ago the caveman who had the happiest home life and was most respected by his cavemates was the fellow who was most successful as a hunter. As a generalization, the same point holds true today. The standard of living we provide our families and the social and community respect we attain depends largely on our success in the work department.

Not long ago the McKinsey Foundation for Management Research conducted a large-scale study to determine what it takes to become an executive. Leaders in business, government, science, and religion were questioned. Over and over again in different ways these researchers kept getting one answer: the most important qualification for an executive is the *sheer desire to get ahead*.