

It's been ten years now since C. D. decided he wanted to go into business for himself. But today, he's still working for the Customs Office.

Why? Well, every time C. D. was just about ready to cut loose on his own, something happened that stopped him from taking action. Lack of money, economic recession, new baby, need for temporary security, trade restrictions, and more excuses all served as reasons for waiting, for postponing.

The real truth is that C. D. let himself develop into a passivationist. He wanted conditions to be perfect before he took action. Since conditions were never perfect, C. D. never took action.

Here are two things to do to help you avoid the costly mistake of waiting until conditions are perfect before you act:

1. Expect future obstacles and difficulties. Every venture presents risks, problems, and uncertainties. Let's suppose you wanted to drive your car from Chicago to Los Angeles, but you insisted on waiting until you had absolute assurance that there would be no detours, no motor trouble, no bad weather, no drunken drivers, no risk of any kind. When would you start? *Never!* In planning your trip to Los Angeles it makes sense to map your route, check your car, in other ways to eliminate as much risk as possible before you start. But you can't eliminate all risks.
2. Meet problems and obstacles as they arise. The test of a successful person is not the ability to eliminate all problems before he takes action, but rather the ability to find solutions to difficulties when he encounters them. In business,