

What really matters is not how much intelligence you have but how you use what you do have. The thinking that guides your intelligence is much more important than the quantity of your brainpower. Let me repeat, for this is vitally important: *the thinking that guides your intelligence is much more important than how much intelligence you may have.*

In answering the question, "Should your child be a scientist?" Dr. Edward Teller, one of the nation's foremost physicists, said, "A child does not need a lightning-fast mind to be a scientist, nor does he need a miraculous memory, nor is it necessary that he get very high grades in school. The only point that counts is that the child have a high degree of interest in science."

Interest, enthusiasm, is the critical factor even in science!

With a positive, optimistic, and cooperative attitude a person with an IQ of 100 will earn more money, win more respect, and achieve more success than a negative, pessimistic, uncooperative individual with an IQ of 120.

Just enough sense to stick with something—a chore, task, project—until it's completed pays off much better than *idle* intelligence, even if idle intelligence be of genius caliber.

For *stickability* is 95 percent of *ability*.

At a homecoming celebration last year I met a college friend whom I had not seen for ten years. Chuck was a very bright student and was graduated with honors. His goal when I last saw him was to own his own business in western Nebraska.

I asked Chuck what kind of business he finally established.

"Well," he confessed, "I didn't go into business for myself. I wouldn't have said this to anyone five years ago or even one year ago, but now I'm ready to talk about it.