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***“Those who do little or no thinking for themselves are drifters.***

***A drifter is one who permits himself  
to be influenced and controlled by circumstances outside  
of his own mind.”***

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**Q** I think I understand what a drifter is. Tell me the exact habits of people by which you induce them to drift through life. Start by telling me when and how you first gain control of a person's mind.

**A** My control over the mind of a human being is obtained while the person is young. Sometimes I lay the foundation for my control of a mind before the owner of it is born, by manipulating the minds of that person's parents. Sometimes I go further back than this and prepare people for my control through what you earthbound call “physical heredity.” You see, therefore, I have two approaches to the mind of a person.

**Q** Yes. Go on and describe these two doors by which you enter and control the minds of human beings.

**A** As I have stated, I help to bring people into your world with weak brains by giving to them, before birth, as many as possible of the weaknesses of their ancestors. You call this principle “physical heredity.” After people are born I make use of what you earthbound call “environment” as a means of controlling them. This is where the principle of habit enters. The mind is nothing more than the sum total of one's habits! One by one I enter the mind and establish habits, which lead finally to my absolute domination of the mind.