

What will happen? Your friends will probably think you are joking. And if they should believe you mean it, chances are they will say, "You poor guy, you sure have a lot to learn."

Behind your back they may even question whether you have all your marbles.

Now, assume you repeat the same statement with equal sincerity to the president of your company. How will he react? One thing is certain: he will *not* laugh. He will look at you intently and ask himself: "Does this fellow really mean this?"

But he will not, we repeat, laugh.

Because big men do not laugh at big ideas.

Or suppose you tell some average people you plan to own an expensive home, and they may laugh at you because they think it's impossible. But tell your plan to a person already living in an expensive home, and he won't be surprised. He knows it isn't impossible, because he's already done it.

Remember: *People who tell you it cannot be done almost always are unsuccessful people, are strictly average or mediocre at best in terms of accomplishment.* The opinions of these people can be poison.

Develop a defense against people who want to convince you that you can't do it. Accept negative advice only as a challenge to prove that you *can* do it.

Be extra, extra cautious about this: don't let negative-thinking people—"negators"—destroy your plan to think yourself to success. Negators are everywhere, and they seem to delight in sabotaging the positive progress of others.

During college I buddied for a couple of semesters with W. W. He was a fine friend, the kind of fellow who would loan you a little money when you were short or help you in many