

SITUATION	ASK YOURSELF
7. When I lose my temper	Would an important person get mad at what I'm mad at?
8. My jokes	Is this the kind of joke an important person would tell?
9. My job	How does an important person describe his job to others?

Cement in your mind the question "Is this the way an important person does it?" Use this question to make you a bigger, more successful person.

In a nutshell, remember:

1. Look important; it helps you think important. Your appearance talks to you. Be sure it lifts your spirits and builds your confidence. Your appearance talks to others. Make certain it says, "Here is an important person: intelligent, prosperous, and dependable."
2. Think your work is important. Think this way, and you will receive mental signals on how to do your job better. Think your work is important, and your subordinates will think their work is important too.
3. Give yourself a pep talk several times daily. Build a "sell-yourself-to-yourself" commercial. Remind yourself at every opportunity that you're a first-class person.
4. In all of life's situations, ask yourself, "Is this the way an important person thinks?" Then obey the answer.