

You've seen it happen time and again in high schools when a group of lunkheads deride a classmate who has the good sense to make the most of his educational opportunities and come out with high grades. Sometimes—and all too sadly often—the bright student is jeered at until he reaches the conclusion that it isn't smart to be intelligent.

Ignore such negative thinkers in your midst.

For often the remarks made in your direction aren't so personal as you might at first think. They are merely a projection of the speaker's own feeling of failure and discouragement.

Don't let negative thinkers pull you down to their level. Let them slide by, like the water from the proverbial duck's back. Cling to people who think progressively. Move upward with *them*.

You can do it, simply by thinking right!

A special word of caution: be careful about your source of advice. In most organizations you will encounter freelance advisors who "know the ropes" and are tremendously eager to clue you in. One time I overheard a freelance advisor explaining the facts of office life to a bright young man just starting in. Said the advisor: "The best way to get along here is just stay out of everybody's way. If they ever get to know you, all they'll do is pile more work on you. Be especially careful to stay away from Mr. Z. [the department manager]. If he thinks you haven't got enough to do, he'll really load you down . . ."

This freelance advisor had been with the company for almost thirty years and was still bottom man on the totem pole. What a consultant for a young fellow who wants to move upward in the business!