

"One at a Time, Gentlemen, One at a Time" By John Homer Miller

- "I Now Look for the Green Light"

By Joseph M. Cotter

- How John D. Rockefeller Lived on Borrowed Time for Forty-five Years

- "Reading a Book on Sex Prevented My Marriage from Going on the Rocks" BY B.R.W.

- "I Was Committing Slow Suicide Because I Didn't Know How to Relax" By Paul Sampson

- "A Real Miracle Happened to Me" By Mrs. John Burger

- "Setbacks" BY Ferenc Molnar

- "I Was So Worried I Didn't Eat a Bite of Solid Food for Eighteen Days" By Kathryne Holcombe Farmer

Sixteen Ways in Which This Book Will Help You

1. Gives you a number of practical, tested formulas for solving worry situations.
2. Shows you how to eliminate fifty per cent of your business worries immediately.
3. Brings you seven ways to cultivate a mental attitude that will bring you peace and happiness.
4. Shows you how to lessen financial worries.
5. Explains a law that will outlaw many of your worries.
6. Tells you how to turn criticism to your advantage.
7. Shows how the housewife can avoid fatigue-and keep looking

young.

8. Gives four working habits that will help prevent fatigue and worry.

9. Tells you how to add one hour a day to your working life.

10. Shows you how to avoid emotional upsets.

11. Gives you the stories of scores of everyday men and women, who tell you in their

own words how they stopped worrying and started living.

12. Gives you Alfred Adler's prescription for curing melancholia in fourteen days.

13. Gives you the 21 words that enabled the world-famous physician, Sir William Osier, to banish worry.

14. Explains the three magic steps that Willis H. Carrier, founder of the air-conditioning industry, uses to conquer worry.

15. Shows you how to use what William James called "the sovereign cure for worry".

16. Gives you details of how many famous men conquered worry-men like Arthur Hays

Sulzberger, publisher of the New York Times; Herbert E. Hawkes, former Dean of

Columbia University; Ordway Tead, Chairman of the Board of Higher Education, New

York City; Jack Dempsey; Connie Mack; Roger W. Babson; Admiral Byrd; Henry Ford;

Gene Autry; J.C. Penney; and John D. Rockefeller.

Preface

How This Book Was Written-and
Why

Thirty-Five years ago, I was one of the unhappiest lads in New York. I was selling motortrucks for a living. I didn't know what made a motor-truck run. That wasn't all: I didn't want to know. I despised my job. I despised living in a cheap furnished room on West Fifty-sixth Street-a room infested with cockroaches. I still remember that I had a bunch of neckties hanging on the walls; and when I reached out of a morning to get a fresh necktie, the cockroaches scattered in all directions. I despised having to eat in cheap, dirty restaurants that were also probably infested with cockroaches. I came home to my lonely room each night with a sick headache-a headache bred and fed by disappointment, worry, bitterness, and rebellion. I was rebelling because the dreams I had nourished back in my college days had turned into nightmares. Was this life? Was this the vital adventure to which I had looked forward so eagerly? Was this all life would ever mean to me-working at a job I despised, living with cockroaches, eating vile food-and with no hope for the future? ... I longed for leisure to read,

and to write
the books I had dreamed of writing
back in my college days.
I knew I had everything to gain and
nothing to lose by giving up the job I
despised. I
wasn't interested in making a lot of
money, but I was interested in
making a lot of
living. In short, I had come to the
Rubicon-to that moment of decision
which faces most
young people when they start out in
life. So I made my decision-and that
decision
completely altered my future. It has
made the last thirty-five years happy
and
rewarding beyond my most Utopian
aspirations.
My decision was this: I would give
up the work I loathed; and, since I
had spent four
years studying in the State Teachers'
College at Warrensburg, Missouri,
preparing to
teach, I would make my living
teaching adult classes in night
schools. Then I would have
my days free to read books, prepare
lectures, write novels and short
stories. I wanted
"to live to write and write to live".
What subject should I teach to adults
at night? As I looked back and
evaluated my own
college training, I saw that the
training and experience I had had in
public speaking had
been of more practical value to me

in business-and in life-than
everything else I had
studied in college all put together.
Why? Because it had wiped out my
timidity and lack
of confidence and given me the
courage and assurance to deal with
people. It had also
made clear that leadership usually
gravitates to the man who can get up
and say what
he thinks
I applied for a position teaching
public speaking in the night
extension courses both at
Columbia University and New York
University, but these universities
decided they could
struggle along somehow without my
help.
I was disappointed then-but I now
thank God that they did turn me
down, because I
started teaching in Y.M.C.A. night
schools, where I had to show
concrete results and
show them quickly. What a
challenge that was! These adults
didn't come to my classes
because they wanted college credits
or social prestige. They came for one
reason only:
they wanted to solve their problems.
They wanted to be able to stand up
on their own
feet and say a few words at a
business meeting without fainting
from fright. Salesmen
wanted to be able to call on a tough
customer without having to walk

around the block
three times to get up courage. They
wanted to develop poise and self-
confidence. They
wanted to get ahead in business.
They wanted to have more money
for their families.

And since they were paying their
tuition on an installment basis-and
they stopped paying
if they didn't get results-and since I
was being paid, not a salary, but a
percentage of
the profits, I had to be practical if I
wanted to eat.

I felt at the time that I was teaching
under a handicap, but I realise now
that I was
getting priceless training. I had to
motivate my students. I had to help
them solve their
problems.

I had to make each session so
inspiring that they wanted to
continue coming.

It was exciting work. I loved it. I was
astounded at how quickly these
business men
developed self-confidence and how
quickly many of them secured
promotions and
increased pay. The classes were
succeeding far beyond my most
optimistic hopes.

Within three seasons, the Y.M.C.A.s,
which had refused to pay me five
dollars a night in
salary, were paying me thirty dollars
a night on a percentage basis. At
first, I taught

only public speaking, but, as the years went by, I saw that these adults also needed the ability to win friends and influence people. Since I couldn't find an adequate textbook on human relations, I wrote one myself. It was written-no, it wasn't written in the usual way. It grew and evolved out of the experiences of the adults in these classes. I called it How to Win Friends and Influence People.

Since it was written solely as a textbook for my own adult classes, and since I had written four other books that no one had ever heard of, I never dreamed that it would have a large sale: I am probably one of the most astonished authors now living.

As the years went by, I realised that another one of the biggest problems of these adults was worry. A large majority of my students were business men-executives, salesmen, engineers, accountants: a cross section of all the trades and professions-and most of them had problems! There were women in the classes-business women and housewives.

They, too, had problems! Clearly, what I needed was a textbook on how to conquer worry-so again I tried to find one. I went to New York's great public

library at Fifth
Avenue and Forty-second Street and
discovered to my astonishment that
this library had
only twenty-two books listed under
the title WORRY. I also noticed, to
my amusement,
that it had one hundred and eighty-
nine books listed under WORMS.
Almost nine times
as many books about worms as
about worry! Astounding, isn't it?
Since worry is one of
the biggest problems facing
mankind, you would think, wouldn't
you, that every high
school and college in the land would
give a course on "How to Stop
Worrying"?