

II

The Inner Conviction of Power

At the outset assume enthusiastically one simple proposition. *You can double your efficiency after a little training.* The odds are a hundred to one in favor of this being true. Don't assume this pleasant fact as a matter of autosuggestion à la the good old Dr. Coué. Assume it because many experts in self-discipline have proved it in themselves and in others. Do not think it a figment of your own imagination. Accept it before you begin these exercises, and it will almost certainly demonstrate itself before your own eyes within a month or two.

Have complete confidence in your ability to tap your energies more easily and to make them serve you better, even though at first you may find the discipline very hard. The fact that it is difficult to make progress at first means absolutely nothing unfavorable. Any scientific technique of remodelling a human being is bound to prove complicated and tedious, if not disheartening, at some stages. Expect this as the most natural thing in the world. Never expect to get everything for nothing!

There is a profound truth in Coué's remark that "it is not the person who acts; it is the method." He means, of course, that doing now this and then that in a certain manner and order gets results. It is not you who get them. Here lurks a genial exaggeration, let us admit. But the kernel of truth is unmistakable. Specific acts lead to specific results. Technique is the process of selecting and ordering such acts. Once you learn it, you may rest assured of the outcome, ninety-nine times out of a hundred.

You conserve enormous energies if you follow the simple rule of *never driving the engine when there is something wrong with it*. If your watch is out of order, you do not expect it to keep time—still less to improve by running on and on without an overhaul. If your automobile motor pounds and heats up, you do not pat it on the back and say to it: "Be brave, little one! Carry on! Courage will strengthen your moral fibre." But how many people believe man's inner energies and their mechanisms to possess the miraculous power of feeding on adversity, fattening on famine, and attaining merit in heaven through assiduous practice of their worst defects!

The highest performance any engine can deliver comes only when every part is perfectly fitted to every other, and all materials in the parts are suited exactly to the service de-

manded of them. This axiom of engineering is not accepted and practised by one man in ten thousand. That's why so few people use their power plants to full capacity.