

How to
Break
Your
SUCCESS
BARRIER

HANS PETER GRAVENGAARD

HOW TO BREAK YOUR SUCCESS BARRIER

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Introduction

Welcome to “How to Break Your Success Barrier,” a timeless gem revived for the modern reader. This isn’t just another self-help book; it’s a treasure trove of wisdom from the early 20th century, packed with lessons that still resonate deeply today.

The manuscript, originally penned by Hans Peter Gravengaard and edited by me, Matt Santi, holds invaluable insights into achieving success through physical health, continuous education, and unwavering perseverance.

Preserving Historical Context and Relevance

In bringing this classic back to life, it was crucial to maintain the integrity of the original content. Why? Because the historical context in which it was written is not just a backdrop—it’s a vital element that enhances the richness and depth of its teachings.

These principles were forged in an era that valued straightforward guidance and practical advice, and they remain profoundly relevant in our fast-paced, often chaotic world.

The decision to preserve the historical context was driven by the recognition that these lessons are as pertinent now as they were back then. The stories and principles discussed in this manuscript reflect the challenges and achievements of individuals from a different time, yet their experiences offer universal truths that transcend generations.

Books' Themes

The manuscript delves into several core themes:

Physical Health

Emphasizing the impact of fitness on productivity and leadership. Physical well-being is the cornerstone of a successful life. Gravengaard's detailed fitness program, complete with specific exercises and health principles, serves as a reminder that our bodies are the vehicles through which we experience and achieve our goals. By maintaining physical health, we are better equipped to handle life's demands and lead with vigor.

Lifelong Learning

Highlighting the importance of continuous education and intellectual growth. In an age where information is abundant and rapidly changing, the value of lifelong learning cannot be overstated.

Gravengaard's insights into the benefits of formal education and the need for continuous self-improvement are more relevant than ever. Whether through traditional college education or modern online courses, the pursuit of knowledge remains a critical component of personal and professional development.

Spiritual Growth

Exploring the transformative power of prayer and spirituality. The manuscript underscores the spiritual dimension of human existence, encouraging readers to explore their inner resources and connect with their higher selves.

The power of prayer, as illustrated by historical figures and everyday individuals, provides a sense of purpose and direction. In a world where material success often overshadows spiritual fulfillment, Gravengaard's emphasis on spiritual growth offers a balanced approach to living a meaningful life.

Perseverance

Showcasing examples of individuals who have overcome immense challenges through determination and grit. The stories of resilience and perseverance in this manuscript serve as powerful motivators.

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From overcoming physical disabilities to achieving extraordinary feats through sheer willpower, these accounts remind us that success is often a result of relentless effort and unwavering determination. In a society that often seeks quick fixes, the value of persistence shines through as a timeless principle.

These themes are not just historical footnotes but essential pillars for modern living. In an age where quick fixes and superficial solutions are often touted, “How to Break Your Success Barrier” stands out by offering real, actionable advice rooted in enduring principles.

Personal Reflections

As an editor, working on this manuscript has been a deeply enriching experience. The accounts of unwavering faith, the triumphs of perseverance, and the profound wisdom encapsulated in these pages have left a lasting impression on me. The stories of individuals who overcame immense adversity through their spiritual strength and moral fortitude are not just historical anecdotes but powerful reminders of the human spirit’s resilience.

Reflecting on my own journey, I found parallels between the struggles faced by the individuals in this manuscript and the challenges of contemporary life. The lessons learned from their experiences provided me with a renewed perspective on dealing with setbacks and pursuing my goals with a clearer purpose.

This book has been a source of comfort and inspiration, reinforcing the idea that success is not a destination but a continuous journey of growth and self-improvement.

It’s like finding an old map with new routes to explore, each leading you towards a more fulfilled and successful life. So, dust off those running shoes, crack open a book, and maybe even light a candle or two—you’re on the path to breaking your own success barriers!

Foundations of Success

“What do you want more than anything else in the world?”

For the past fifteen years, during my extensive travels for business and speaking engagements, I've often posed this question to both acquaintances and strangers.

The answer is invariably the same: “More than anything else, I want to be successful in my work!”

This response is telling. It reveals a universal truth: people everywhere yearn for success in their professional lives above all else. Success in work seems to hold a significance that eclipses all others, and the void left by its absence is deeply felt.

Fortunately, success is attainable for everyone. Each individual is endowed with a unique set of talents and abilities. When these gifts are nurtured and wisely applied, they pave the way to success that aligns with one's potential, training, and refined skills. As the Biblical parable wisely states, “to each according to his ability.”

You Have The Talents

Recall the parable from the twenty-fifth chapter of the Gospel of Saint Matthew—the story of a master preparing for a long journey. Before departing for a distant country, he summoned his servants and entrusted them with his goods. One servant received five talents, another two, and the last was given a single talent.

After an extended period, the master returned and summoned his servants to give an account of their stewardship.

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The servant who had received five talents reported that he had invested them wisely and gained five more; similarly, the servant with two talents had doubled his portion. However, the third servant, who had been given only one talent, criticized the master, complaining about the modest gift and did nothing with it. The master, frustrated with this lazy servant for failing to use his talent, ordered that the single talent be taken away from him.

This parable reflects a broader truth about the world: it is filled with people of varying abilities—some with five talents, some with two, and others with only one. There are those who fully utilize their God-given talents, others who only tap into a fraction of their potential, and, regrettably, many who are lazy and negligent, squandering their precious gifts.

Tour Great Potential for Success

Each soul shall be called to account for the stewardship of the talents bestowed upon them by the divine. These talents are a sacred trust.

Should they not be used and cultivated, they shall be lost, as is decreed by the law of the Almighty. The indolent shall drink deeply of the bitter cup of frustration, mediocrity, and failure, reaping the consequences of their neglect.

You Are The Master

In ancient Greek mythology, people spoke at great length and with superstitious fear of the Goddesses of Fate—three sisters endowed by the gods with the power to determine the lives and fortunes of every human being on earth, across all ages and generations.

This ancient myth was so influential that during medieval times, a Roman artist, believed to be Michelangelo, depicted these Goddesses as they were imagined: three old women, manipulating the life and fortune of every person on earth.

Clotho, the youngest sister, holds the distaff that carries the thread of life. Lachesis, the second sister, winds the thread of life. Atropos, the eldest sister, stands by with large shears, impatiently waiting for the right moment to clip the thread of life.

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The teaching of this ancient myth suggests that every human being, in every age and generation, is merely a plaything of the fates; that life is longer or shorter as the fates decide; and that no action taken by an individual can alter their destiny.

Here lies the stark contrast between ancient myth and modern science. Today, science unequivocally tells us that humans are far from helpless concerning their future; only a fool would believe they cannot shape their destiny.

Armed with evidence, science demonstrates how people can extend or shorten their lives, how they can make or ruin their lives, and how they can bless or curse their lives by what they know and how they apply that knowledge.

Science has made it abundantly clear that humans are not merely slaves to their environment and circumstances but are, in truth, the masters and makers of their own destinies. As the great Disraeli once said: “Man is not the creature of circumstances; circumstances are the creatures of man.”

How we need such a philosophy of life today—a creed that challenges individuals to be the very best they can be!

This kind of belief was the very essence of the thinking of America’s early settlers, the courageous and persevering pioneers who pushed the American frontier westward from the Atlantic to the distant Pacific.

These men and women endured incredible hardships and often risked their lives to carve out new opportunities in this promising new world. It required great faith, courage, fortitude, and perseverance.

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To maintain their courage in times of great danger and frustration, they reminded themselves of an old saying that emerged from the sweat and blood of early frontier days: “The cowards never started, and the weak died along the way.” That was a challenge to stir men’s hearts!

This great new world of America was established by free-spirited men and women who believed they were the architects of their own destinies. Fueled by this belief, they created a vast land of freedom and opportunity, realizing the dream of all humanity.

Start Where You Are

Today, too many people expect success and happiness to come easily or for nothing at all. Many seem to believe that the “good life” is a birthright for every American, without realizing that the true rewards of life must be earned through hard work.

Few understand that God intended the good things in life to be achieved through the “sweat of your brow.” Most people today lack a deep-seated desire to build a meaningful life through their own efforts and the full development of their abilities.

Instead, they easily justify their mediocrity by blaming others or external circumstances for their lack of opportunity to showcase and use their talents.

As George Bernard Shaw, the renowned Irish playwright, wisely noted: “People are always blaming their circumstances for what they are. I don’t believe in circumstances. The people who get ahead in this world are those who get up and seek the circumstances they want, and if they can’t find them, make them.”

Some people lament, “If only I liked my work, then I’d be successful!” This is self-deception at its finest. It’s foolish to think that work must be as enjoyable as play to bring success. The stories of countless individuals show that one can shape their circumstances and find success regardless of the situation.

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Consider Judge Simon Ross, who, on February 8, 1957, retired from the First District Court of Appeals in Cincinnati after nearly twenty-eight years of distinguished service. He revealed that he would have preferred to be an electrical engineer rather than a judge. “I never really enjoyed law practice,” he confessed. “As a judge, you’re not actually a participant in anything; you’re just a referee”. I’ve always envied those who are constructive, building and creating things. “Still, I always tried to be conscientious and do my best.”

Success is achieved by doing the best you can with what you have, and the 73-year-old jurist—dean of Ohio’s thirty Appellate Court judges—exemplified this truth. His accomplishments were evident in the stack of letters from colleagues across Ohio, congratulating him on his long career and wishing him well in retirement. One associate, Judge Arthur A. Doyle of Akron, wrote, “You’re the most respected judge in the state.”

Work is work! No vocation is entirely free of unpleasant tasks. The judge must “referee,” the dairy farmer must clean his barn, the salesman must keep his records, and so on ad infinitum.

The disagreeable aspects must be accepted along with the pleasant—that is part of leading a realistic and rewarding life. When you embrace the bad with the good, the work that once seemed tedious and uninspiring often becomes endurable, even stimulating and satisfying.

The first and foremost challenge in the pursuit of a successful and happy life is to make the most of your current situation, even if you think your job is the most boring occupation in the world and unworthy of your talents.

And then—if by chance you are indeed outrageously miscast—unforeseen opportunities will inevitably arise, much like day follows night, allowing you to transition into other, more enticing fields of endeavor.

In exploring the crucial issue of job satisfaction, an inspiring fact emerges: attaining success in one’s work—assuming it is honorable—almost invariably leads to satisfaction with the job itself. It was nearly unanimous that success, even modest, erases most serious complaints, which are often mere excuses for a lack of notable achievement.

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The real source of dissatisfaction is typically the failure to achieve a reasonable degree of success, which often breeds dislike for the work and can result in mediocrity or even complete failure.

While work is indeed more gratifying when it aligns with one's natural inclinations, it remains true that you can succeed, at least temporarily, in any job, however monotonous or disagreeable, if you are resolutely determined to excel. By pulling yourself together, committing to hard work, and fully utilizing your God-given talents, you can transform even the most mundane tasks into opportunities for success. Resolute action works miracles!

During the devastating depression of the early thirties, I witnessed many courageous individuals accept whatever jobs were available—regardless of how little natural talent they had for the work, and often despite deep aversion and personal humiliation—in order to provide for the basic needs of their families and to secure a fresh start in life.

I knew men who had been top executives—several of whom had lost fortunes in the 1929 stock market crash—who turned to the life insurance business to support their families. Despite having never sold anything before and openly disliking selling as a vocation, these men studied and trained diligently, worked tirelessly, and ultimately achieved commendable success in the life insurance field.

I witnessed artists digging ditches and cultured women cleaning offices during those challenging times, and they performed their tasks with both bravery and skill.

Eventually, better days and improved opportunities arrived for these individuals, as they always do for those who give their utmost effort and persevere through the most difficult circumstances.

Change If You Must

However, there are some individuals who, unfortunately, cannot shake a deep-seated aversion to their current jobs, even when they have achieved a significant level of success.

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To achieve true success and happiness, it would be prudent for those who harbor a deep dissatisfaction with their current jobs to consider transitioning to a more fulfilling vocation as soon as possible. Ideally, everyone should be engaged in work that aligns with their talents, skills, temperament, and training. This is the goal of modern vocational guidance agencies.

Although the challenge of changing careers is serious, it can be navigated smoothly and successfully without sacrificing prestige or financial stability, provided it is carefully planned and executed. It is remarkable what transformations can be achieved with thoughtful consideration and intelligent action.

From personal experience, I can attest to the truth of this. Career changes can be made successfully at any stage of life, though they naturally become more challenging with age.

I made my most significant vocational shift just three months before my forty-seventh birthday, and despite my age, it proved to be the most prudent and rewarding decision I have ever made. Here is a brief account of my experience

From an early age, I was always captivated by the idea of selling—whether it was pictures, magazines, books, or other items. Selling was simply enjoyable!

During the summer after graduating from college, I sold *The People's War Book and Atlas*, priced at eight dollars and seventy-five cents, and averaged a profit of \$32 a day. Later, while at Harvard for graduate school, I briefly but successfully sold investment stocks.

My formal business career began on January 2, 1924, at The Aetna Life Insurance Company's home office in Hartford, Connecticut. After a year of training and achieving impressive sales results—averaging over a million dollars in life insurance sales—I established the company's sales training department.

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I authored the first history of Aetna Life, created its first correspondence course, and set up and led its inaugural field training school across the company's top agencies nationwide. The entire program was remarkably successful.

Following my keynote address at the company's first General Agents' Convention at The Homestead in October of that year, I received numerous invitations to speak at Life Underwriter Association meetings across the country. I found the work immensely rewarding, and a lifelong career at the home office seemed like a natural path.

In December of that first year, while in Philadelphia to speak at a meeting of the Life Underwriters Association, the company's highly successful and respected general agent in the city offered me some valuable advice. After praising my work, he recommended that I gain five to ten years of field experience as a general agent to secure a lasting career in home office work. He stressed that managerial experience was crucial for a successful career in the agency department of the home office.

I agreed with his advice and discussed it with my vice president, who also concurred and promised to appoint me to an agency when one became available.

A year and a half later, I was appointed general agent of the company's Columbus, Ohio, agency, with the understanding that I would eventually return to home office work.

However, as time passed, this understanding was overlooked, and I continued in general agency work for approximately sixteen years—five years with Aetna Life and eleven years at Toledo, Ohio, with New England Mutual Life Insurance Company of Boston.

Throughout my early years as a general agent, I never lost sight of my original goal to return to home office work.

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As time passed, my conviction grew stronger that I would never find true happiness in managerial work. Early in 1940, I made a firm decision to change direction, whether that meant returning to home office work or pursuing another vocation for which I was naturally suited by talent, experience, and inclination.

To make an informed choice, I decided to undergo a scientific analysis of my aptitudes and talents. I scheduled an appointment with the Human Aptitudes Laboratory at the Boston branch of Stevens Institute of Technology.

This examination proved to be one of the most pivotal steps I have ever taken. The report I received a few weeks later provided invaluable scientific guidance for planning my future. It revealed my natural talents and aptitudes, highlighted my shortcomings and weaknesses, and identified the type of work for which I was especially well-suited. With this clarity, I knew the direction I needed to take, and I eagerly began planning for my future with renewed enthusiasm.

As the next step in preparing for the future, I enrolled in the evening classes at Toledo University for the upcoming academic year. There were several courses I had long felt the need for, and I believed that the process of learning itself would be invigorating.

During that year at Toledo University's evening college, I studied business law, statistics, and advertising. These courses were immensely fascinating and have proven invaluable ever since. Moreover, I discovered that nothing boosts morale more effectively than a steady influx of useful facts and ideas.

At the same time, to ensure a strong transition—a crucial step—I resolved to achieve an exceptional success record for 1941. I knew I could accomplish this by dedicating my mind, heart, and will to making a final, substantial effort to create an appealing foundation for my career change. To this end, I aimed to meet the three-fold quota for my agency set by both the home office and myself. It was a true challenge!

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I immediately devised a detailed plan for the year's work. My strategy was broken down into daily objectives, and from the very start of 1941, I adhered to this plan consistently, day in and day out, until the year's end. I was fully confident that strict adherence to the daily schedule would ultimately lead to success.

Although I anticipated that the early months might fall short of the quota, I firmly believed that the cumulative effort would yield the desired results over the course of the year. I trusted that the law of averages would work in my favor, provided I gave it a fair chance.

My confidence proved well-placed. By the end of 1941, I had met my objectives in every category, and my agency led all company agencies in terms of the percentage of annual quotas achieved. It was a proud achievement and demonstrated conclusively that it is possible to attain an exceptional record—even if one is dissatisfied with their work—provided they commit fully to the task.

As a result of the outstanding record for 1941 and my prior experience managing sales training at Aetna's home office, I received several offers for home office positions from other companies. Several of these opportunities were under serious consideration when, unexpectedly, at Christmas 1942, I was invited to the home office of The National Underwriter Company in Cincinnati, Ohio—the world's largest insurance publisher. They offered me the position of Associate Editor for the Diamond Life Bulletins, an eleven-volume sales service for life underwriters.

I knew, at once, that this was the grand opportunity I had long awaited and diligently prepared for through all my years in the life insurance realm. It seemed nigh on miraculous that every endeavor and experience, including the courses I had pursued in evening college, now proved so fitting for the task I was about to undertake.

With great enthusiasm and unwavering dedication, I embraced the new position. Once more, I felt the invigorating challenge of opportunity—and I was not let down.

Though my change of vocation came perilously late, it proved to be the key to success and happiness.

The same can be true for you, provided you plan meticulously, prepare wisely, and approach your new endeavor with passion and total commitment.

Dormant Power

Psychologists inform us that, on average, individuals tap into less than ten percent of their potential abilities. Dr. Nathan S. Kline, director of research at a New York State Hospital, notes, “

Most humans are functioning at perhaps only five or six percent of their possible efficiency.” Similarly, J.C. Penney, the founder of the renowned retail chain bearing his name, observed, “Throughout my business life, I have encountered many individuals of exceptional talent, and my firm belief is that within each of us lies a vast reservoir of untapped potential for enhancing our abilities and skills, which can open doors to new opportunities.”

Consider this: on average, over nine-tenths of human talents and powers remain dormant and unused. What a tragic and shameful waste!

It is said that Gutzon Borglum, the renowned sculptor, was once asked by a servant who had marveled at the gradual emergence of Abraham Lincoln’s face from the stone: “Master Borglum, how did you know Mr. Lincoln was in that stone?”

In much the same way, you are like the raw stone from which the sculptor chiseled the image of the great and immortal Lincoln—brimming with unimagined possibilities, powers, and spiritual beauty. Indeed, there are countless resources within you, waiting to be discovered, revealed, and fully realized.

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Success is a deeply personal challenge, a goal to be ardently desired and earnestly pursued—the triumphant manifestation of your God-given talents. To attain success, you must fervently yearn for it, as it is earned through rigorous self-discipline, relentless self-improvement, ceaseless hard work, brave perseverance, and unwavering dedication. It is within your grasp, provided you are willing to pay this exacting price. Always remember: nothing of great value is ever attained cheaply.

Psychologists assert that all men and women, save for those with severe limitations, possess the capacity to achieve. Many, however, fail to reach their potential because their latent talents remain undiscovered and undeveloped. Uncovering, nurturing, and harnessing these hidden abilities—achieving success in alignment with your God-given talents—represents life's greatest challenge, highest attainment, and most fulfilling reward.

This book is dedicated to helping you find and unlock, invigorate and develop, organize and utilize the talents and powers within you. It aims to guide you in giving your life direction and a compelling purpose.

Regardless of your age or gender, you can attain greater success and happiness—a truly meaningful life—if you allow this book to be your guide. Your future lies firmly in your hands!

You At Your Best

Over the past fifty years, the world has endured two devastating world wars, numerous lesser conflicts, and a heart-wrenching depression.

Fortunately, these monumental disasters imparted many crucial lessons. Among the most significant was the profound and multifaceted value of efficiency. This includes the enhanced effectiveness of both individuals and machines, the conservation of work hours, energy, materials, and costs, and, most importantly, the preservation of life and the fortification of the human spirit.

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Fifty years ago, in the business world, for example, most things were done by habit and guesswork. Today, businessmen want to know the reason “why.” To know the reason “why” is to increase efficiency enormously. Efficiency is the watchword, and efficiency means getting maximum results with minimum effort.

Our problem as human beings is, then, to find out what we must do in order to attain maximum efficiency—what we must do to get out the best that is in us!

I suppose there is hardly a truer lesson in all science and philosophy than the unity of man. Man has a threefold nature: physical, mental, and spiritual. This being true, no man can attain maximum efficiency—or draw out the best within him—unless he achieves a healthy and harmonious development of all three aspects of his nature.

In my senior year of college, I undertook an extracurricular endeavor: training to become a book salesman during the summer months. This effort was driven by the need to accumulate additional funds for my forthcoming entry into Harvard Law School that fall.

One day, my instructor made a statement that left a profound impression on me, and it has resonated ever since. As he discussed the demanding career of a book salesman, he emphasized the crucial importance of personal efficiency and being a “whole” man—a fully developed individual—physically, mentally, and spiritually. With great seriousness, he added, “Mr. Gravengaard, it will make a tremendous difference what sort of man you bring to your prospects.”

As the summer progressed, while I traveled from house to house, office to office, and field to field seeking out farmers at their work, I came to deeply understand the broader significance of those words. Based on that summer’s arduous experience and over thirty-five years in business, I wish to stress this vital truth: in our fiercely competitive world, it makes an enormous difference what kind of person you bring to your job.

Your body must be healthy and efficient—the instrument, not the tyrant, of your mind. Your mind must be sharp and alert, educated and trained—its power derived from knowledge and culture. And your spiritual nature must be nurtured and utilized to ensure spiritual power, strength of character, emotional balance, and a broad vision—elements essential for a life of fullness and a sense of true worth.

To be deficient in any of these aspects is to be only partially a man. The true aim of life is to develop your threefold nature—physical, mental, and spiritual—to their fullest, creating a harmonious and vital unity. To become a whole man and extract the very best that is within you—this is life’s grand purpose, its profound challenge.

As the renowned English poet Alexander Pope aptly noted, “The proper study of mankind is man.” Embracing this truth, let us study the whole man by exploring each of his three components: the physical, the mental, and the spiritual. By understanding how to maximize and harmonize these great natural resources, you can achieve a full measure of success and happiness.

Your Body At Its Best

One evening, many years ago, a young man visited the home of the esteemed humanitarian Orison Swett Marden, seeking a formula to enhance his ability and power to succeed. The young man, pale and weary, bore the marks of dissipation on his face.

Mr. Marden listened with great attention to the young man’s plea. When he had finished, Mr. Marden, with his gentle and friendly demeanor, inquired, “What is your work, my boy?”

“I’m a student at the university,” the young man replied.

“But you seem so tired and worn out,” Mr. Marden observed.

“Well, you see, Mr. Marden,” the young man explained, “I’m working my way through college. That means late study hours every night. I get quite exhausted, and I drink a lot of coffee to keep myself going. Sometimes, I also take a little whisky—to give me a bit of a boost when I’m completely spent.”

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The elderly gentleman regarded the young man quietly for a moment. Then, speaking slowly and with a blend of kindness and firmness, he said, "My son, if you genuinely seek my advice, I will be happy to offer it to you." The young man nodded his eager consent. "First and foremost," the old gentleman began, "you must understand that artificial stimulants are like a whip to a weary horse—they deplete your energy and can only lead to disaster.

The only reliable path to increasing your abilities, and to enhancing and strengthening your faculties, is to build a solid foundation of health—a robust and well-maintained body—and to treat it as your most cherished asset, for indeed it is. Vigorous, abundant health will amplify, reinforce, and magnify the effectiveness of all your faculties, and it is the sum of these faculties that constitutes your ability—the power to create and achieve."

Mr. Marden's counsel to that young man many years past remains as pertinent and essential for each of us today, irrespective of age or gender.

If genuine success in life is your aim, then begin by cultivating a robust and vigorous physique, thereafter safeguarding it as one of your most prized possessions—indeed, that is precisely what it represents.

In this remarkable new atomic age, marked by intense and increasing competition in every significant pursuit, physical fitness will assume an immensely crucial role. The victors will typically be those endowed with vigorous vitality and immense endurance. Success or failure will hinge largely on one's physical reserve power—coupled with vitality. As Herbert Spencer aptly stated: 'To be a good animal is the first requisite to success in life.'

"Survival of the fittest" is the law of the jungle. It is equally applicable to humanity's pursuit of success—the physically robust are more likely to surge ahead, while those who are frail and weak will lag behind. Physical weakness is, indeed, a significant handicap, severely diminishing the prospects for true success.

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If you do not complement your unique talents and specialized training with abundant health, you will always be at a severe disadvantage. Nine out of ten individuals with physical impairments are destined for mediocrity or failure.

Of course, there have been those who have achieved great things despite physical frailties or disabilities. However, these are exceptions and do not invalidate the general rule. For instance, St. Paul, Caesar, Pascal, and Nelson were individuals whose remarkable spirits and resolute determination transcended illness, bodily weakness, or physical limitations.

Then there was Demosthenes, the renowned orator of ancient Greece, who struggled with a stutter, weak lungs, and a harsh voice. However, Demosthenes stands as the epitome of the power of self-discipline and rigorous self-regimentation. Through severe and prolonged training, he overcame his stutter, strengthened his lungs, and cultivated a speaking voice capable of captivating the entire Greek nation.

Other notable individuals from history who achieved greatness despite physical disabilities include Homer, the greatest of all ancient poets, who was blind; Beethoven, who lost his hearing; Byron, who had a club foot; and Helen Keller, who was blind and could neither hear nor speak. There are, of course, many more.

Among our contemporaries, I think of Glenn Cunningham, who, in March 1938, ran the fastest mile ever recorded at that time—4 minutes 4.4 seconds. As a boy, he suffered severe burns, and his leg muscles withered and atrophied. It was assumed his running days were over. However, Glenn Cunningham was not defeated. Through years of determined and patient discipline, he set a world record in one of the most challenging events in athletics.

Consider also G. Allen O'Neal, a valiant graduate of yore, from the esteemed Citadel of Charleston, South Carolina, who, undaunted, thrives as a General Agent in the fair city of West Palm Beach, Florida, for a notable life insurance company. Upon the Yuletide morn of 1953, cruel polio didst seize him, confining him to the iron lung's harsh embrace for eight long weeks.

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For four moons, he lay in the house of healing, wholly disabled until October's golden days of 1955, when, resolute, he returned to his toilsome duties, seated in a chariot of wheels.

Though from the waist down he wears braces, a constant armor against his affliction, yet still he perseveres. With steadfast heart and indomitable spirit, he carries on. And in his office and his humble abode, parallel bars stand ready, whereupon he doth labor two hours daily, strengthening his limbs and fortifying his resolve against the trials of fate

Consider, too, the tale of Marjorie Schulz of Cincinnati, Ohio, who, in the fair month of April, 1960, was chosen from among nominees of one hundred and twenty-three Goodwill Industries across many cities to receive the esteemed title of "National Goodwill Worker of the Year" for her remarkable achievements in surmounting a physical handicap.

Once, she served as the night supervisor of nurses at Deaconess Hospital in Cincinnati, until the cruel hand of multiple sclerosis struck her down in 1944, confining her to a wheelchair ever since.

Yet, this 38-year-old woman, with painstaking diligence, transitioned from her noble nursing career to the realm of secretarial work following the onset of her illness. She now serves as the assistant public relations director at the Ohio Valley Goodwill Industries Rehabilitation Center, demonstrating remarkable resilience and indomitable spirit.

And then there was Aubrey Steen McLeod, whose life story was chronicled in an editorial by David Lawrence in *U.S. News and World Report* on April 25, 1960. Mr. McLeod passed away from a heart attack on April 9, 1960. His life stood as a paragon of courage in its truest form. Aubrey McLeod enlisted in the Great War, and in the autumn of 1917, he was grievously wounded during an enemy air raid.

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To save his life, they amputated both his legs near the hips, a sacrifice that marked the depths of his valor and fortitude. In a letter to his parents, Aubrey Steen McLeod recounted his harrowing experience and concluded with these heroic words: “If everything progresses favorably, I shall be home around November 1. Now please don’t worry about me, for I am getting along fine. I shall be given artificial legs, and will be able to get along O.K.”

Aubrey McLeod received his artificial legs, graduated from MIT in 1921 as a chemical engineer, earned a Master’s in Economics from Harvard in 1925, and became an expert forecaster of business conditions. He served as an actuary for the U.S. Treasury Department, was on the staff of *U.S. News and World Report* for twenty years, and was Chief of the Economic Unit at the time of his death.

During his college years, despite attending classes in a wheelchair and engaging in social activities as if fully able-bodied, he offered this stirring challenge, reported in *The Boston Globe*: “There could hardly be a more used-up man than I am, and yet I want the boys to take heart and go to work and make men of themselves.”

There are countless other magnificent examples of triumph achieved despite severe physical handicaps; men and women whose indomitable spirits could not be subdued. These individuals did the very best they could with what they had.

In general, the person who carves out a place among the successful is one who possesses all their physical faculties, enjoys robust health, and is blessed with a substantial reserve of energy. For, as Ralph Waldo Emerson so ruthlessly observed, “The world belongs to the energetic.” And it is this very energy that springs from a healthy body.

Though most Americans undoubtedly regard a healthy body as their most cherished possession in theory, in practice, many abuse their bodies with impunity. Most individuals maintain atrocious health habits, routinely disregarding one or more of the fundamental principles of good health—fresh air and sunlight, a well-balanced diet, regular exercise, and adequate rest.

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That this is true was starkly revealed by our nation's experience during World War II and the Korean conflict.

In an article published in *The Saturday Evening Post* on August 8, 1959, the esteemed military analyst Hanson W. Baldwin wrote: "From September 1948 to November 1958, the rejection rate for draftees due to physical, mental, or moral reasons was 38.3 percent.

During the same period, an additional 6.6 percent of those deemed fit by their draft boards were further rejected by the armed forces. Even so, those accepted for military service often fall short of expectations.

As Dr. G. Ott Romney, deputy executive director of the President's Council on Youth Fitness, remarked, "Sedentarianism, push-buttonitis, and indoorism have taken a heavy toll on fitness.' "

A few years ago, during a White House conference on the physical fitness of American youth, it was revealed that nearly 60 percent of 4,264 U.S. schoolchildren aged six to sixteen failed to meet minimum fitness standards. In contrast, this same test was passed with distinction by all but 8.7 percent of 2,879 European children in the same age group.

This alarming report deeply shocked President Eisenhower, prompting him to leverage his personal influence and the power of the White House to address the issue of American youth's physical fitness. The President was profoundly concerned by the lack of spirit among young people to maintain their health and well-being.

It is recounted that the President, during the turmoil of World War II, observed numerous young men being hastily thrust into the front-line foxholes ere they were physically tempered for the trials of battle. He opined that such a predicament might have been averted had the nation devised a scheme to guarantee a greater measure of physical fitness among its civilian youth.

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In the span of six and one-half years, from July 1, 1950, to the beginning of 1957, a report published by *U.S. News and World Report* on August 2, 1957, reveals that 4,700,000 draft registrants were scrutinized by the armed forces at induction centers. Among these 4.7 million young men examined, a staggering 1,600,000—nearly one-third—were deemed unfit for military service.

Moreover, in addition to those rejected at the induction centers, an additional 468,000 had been previously disqualified by local draft boards for “manifestly disqualifying defects,” whether physical or mental. When these figures are combined with the 4.7 million examined by the armed forces, it emerges that out of a total of 5,200,000 young men called up by the draft, 26 percent were found to be unfit due to physical reasons.

It is noteworthy that a study conducted a few years prior by Lloyd C. Appleton, a specialist in the Office of Physical Education at the U.S. Military Academy, and reported in *U.S. News and World Report* on August 2, 1957, revealed a direct correlation between physical ability and leadership capability.

In this study, the cadets were categorized into five distinct groups based on their “physical aptitude” scores upon their entry into the academy. Among those in the group rated lowest in physical ability, 51 percent “busted out” - meaning they failed to complete the rigorous four-year course at West Point. Conversely, in the group with the highest physical ability ratings, only 24 percent failed to graduate.

The highest proportion of men demonstrating leadership ability was found within the group exhibiting the greatest physical aptitude, with 34.5 percent receiving a “high leadership rating.” In stark contrast, only 8 percent of those in the group with the least physical ability earned this esteemed rating. Furthermore, in terms of academic achievement, the group with the lowest physical ability recorded the highest percentage of failures.

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Mr. Appleton concludes: "Evidence appears to imply that extensive physical activity is an essential requirement in the boyhood experiences of candidates, necessary for attaining not only social and emotional growth but also physical development, thereby equipping them to endure the strain and rigors of the cadet program."

However, health is not only crucial for ensuring a physically fit military force in times of war; World War II made it abundantly clear that the health of our home front was equally critical in the global competition of industrial production.

Each day lost to illness by individual workers in American war industries translated into a significant reduction in the production of tanks, airplanes, warships, and all the myriad supplies essential for modern warfare.

Despite America's vast food resources and advanced medical facilities, illness surprisingly took a significant toll on production efficiency. According to a wartime survey conducted in 1941 by the American Institute of Public Opinion, several crucial facts were revealed:

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1. Across the United States, an estimated 24 million workdays were lost due to illness between November 24 and December 20, 1941. This was despite the fact that this period is usually when national health and vitality are at their highest for the year.
2. In industries directly or indirectly related to war production, approximately 3.2 million workdays were lost due to illness during the same period.
3. The time lost to illness in war industries or industries connected to the war effort, if solely dedicated to the production of war materials, would be equivalent to the time needed to build two heavy cruisers, 448 medium bombers, or 3,200 light tanks.
4. Half of the American adult population has yet to recognize the connection between diet and health. A significant portion of those in poor health also have inadequate diets.
5. The typical American family consumes only half the amount of milk per day recommended by the government.
6. More than one-third of American families, approximately 12 million in total, report that a lack of money for food affects their health. Even if these individuals had more financial resources, many would still not purchase the right foods to enhance their resistance to disease.
7. On average, only 42 out of every 100 adult Americans report engaging in any systematic exercise beyond their occupational duties. Moreover, a striking 43 percent admit that they do not partake in any outdoor walking beyond what is necessary for their work.

These wartime surveys deeply shocked President Roosevelt. He vehemently criticized the nation for permitting such conditions and promptly initiated a national health program.

In conjunction with the government program, newspapers across the country extensively publicized health initiatives, such as the following appeal to adopt a few fundamental principles recommended by health experts.

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1. I will not overeat, nor will I neglect exercise. I will consume a variety of foods to ensure my body is well-nourished. I will remember the importance of including fresh fruits and vegetables in my diet.
2. I will work diligently during working hours and reserve time for leisure when it is time to play. I will strive to avoid late nights and will not neglect to take my annual vacation.
3. I will seek out reliable sources to learn all I can about the care and preservation of my health, and I will strive to apply this knowledge faithfully and conscientiously.
4. I will visit my physician for an annual health examination to ensure that he can assist me in maintaining good health.
5. I will ensure that my children are immunized against diphtheria, and I will also be vaccinated against smallpox and typhoid fever, if these precautions have not already been taken.
6. I will take into account the health and well-being of others.

Just as a sick nation is destined for defeat, so too is a person with a sluggish and unfit body unable to achieve the full extent of their potential success. This physical reality is something I have learned from my own challenging experiences during the harsh days of the early 1930s Great Depression.

I arrived in Toledo, Ohio, in September 1931, shortly after the city's four leading banks had been forced to close, to serve as the general agent for northwestern Ohio for The New England Mutual Life Insurance Company of Boston.

Like the proverbial fool who was blissfully unaware of what couldn't be achieved, I approached the task of recruiting new agents with relentless determination and boundless enthusiasm. I ventured into nearly every retail establishment in town, scrutinizing and seeking out individuals with the aptitude for sales.

To those I identified, I extended an offer of a complimentary five-day evening course on life insurance—its nature and benefits—without any strings attached.

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I promised that, upon completion of the course, if they remained interested, I would provide a comprehensive overview of the opportunities within life insurance sales and outline the arrangements for further training. This training would allow them to work part-time while preparing to transition into a full-time career.

I recruited many new agents and worked six days a week, both day and night, achieving exceptionally good results even during the most challenging period in our economic history.

This continued through the fall of 1931 and all of 1932, with my agency closing the latter year with an exceptional production record, despite 1932 being the nadir of the Great Depression.

By the spring of 1933, I was starting to lose my hold on things. After a year and a half of neglecting my health, my body was beginning to falter significantly.

For many years before relocating to Toledo, I had maintained a rigorous health regimen—balanced diet, adequate rest, home calisthenics, brisk walks, regular swimming at the Athletic Club, and occasional rounds of golf. I was in excellent shape, well enough to qualify for \$400,000 of life insurance with one of America's oldest and most esteemed companies.

Suddenly, after a year and a half of relentless, high-stress work, both day and night, I was jolted into realizing that my health was deteriorating rapidly. My former vitality was gone; I was anxious and fidgety, my nights were restless and fraught with worry. I found it impossible to relax, eating my meals hastily. Evenings spent brooding alone rendered me poor company.

Gradually, I eased off my efforts to recruit new agents, and my evening classes began to dwindle. I would spend hours idly in my office, overeating and growing sluggish. I relied on sheer willpower to keep moving, and my body, once a vital instrument for my achievements, had become a burdensome obstacle to my mind and spirit.

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Then, one evening at home, I revisited the stirring words from Robert Browning's timeless poem "Rabbi Ben Ezra:"

"To men prepare this test: Thy body at its best How far can that project thy soul on its lonely way?"

For the first time, those words resonated with profound significance. They struck me deeply and forcefully. I set aside my book and sat in contemplation for what felt like an eternity. Then, I ventured out into the serene, moonlit night, walking briskly and thinking deeply, and praying with a fervor I hadn't felt in a long while.

Eventually, the answer became clear: I needed to restore my body to its optimal state. I was certain that resolving this issue would make all other problems seem trivial by comparison.

The next day, I visited my doctor. After a comprehensive examination, he assured me, "There's nothing wrong with you that sensible living can't fix." He administered an invigorating injection, prescribed a balanced diet, and provided three relaxation pills with instructions to take one each night before bed.

He instructed me to resume my morning calisthenics, to take brisk walks for half an hour each evening after dinner, and to ensure eight hours of restful sleep each night. Finally, the wise old doctor added with a meaningful look, "And don't forget to pray. It's beneficial for the body as well."

In just three days, I started to feel a positive shift, and within a week, I was back to my old self. My body had regained its familiar strength, and remarkably, my perspective on work and life had undergone a complete transformation. My optimism was renewed, rekindling my drive, and suddenly, life was filled with purpose and clarity once more...

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The invaluable lesson on the critical role of health in achieving success and happiness is one I will never forget. Even now, at the age of sixty-five, I remain committed to the regimen my doctor prescribed during those challenging days of 1932. I can attest with absolute certainty that this diligent daily focus on physical fitness has yielded significant rewards.

My doctor confirms that I am in excellent shape: my heart is robust, my blood pressure is normal, and I feel fantastic. Professionally, I am thriving, and my spirits are high. Consequently, I greet each new day with a sense of joyful anticipation.

The real adversary to maintaining physical fitness is our modern, push-button lifestyle. We spend most of our time seated, engaging in activities that demand little more exertion than answering the phone or walking to the nearest café for lunch.

We commute to and from work, eat three meals a day, indulge in calorie-rich cocktails before dinner, slouch in comfortable chairs to watch television or play bridge, snack in the evening, and gradually, inexorably, we grow more sedentary and deteriorate.

Overcoming the detrimental habits of our comfortable, sedentary lifestyle demands significant willpower and self-discipline. Yet, the rewards are substantial.

The benefits of self-discipline in maintaining healthy habits are evident in improved health, increased happiness, and extended longevity. This truth is powerfully demonstrated by the example of former President Dwight D. Eisenhower.

In the April 1960 edition of *Today's Health*, a publication of The American Medical Association, Ernest L. Barcella, Washington bureau manager for United Press International, highlighted President Eisenhower's remarkable health turnaround. Despite his age—71 in October 1961—and having endured three major illnesses, Barcella noted that Eisenhower was in better physical condition than when he assumed office.

Barcella described Eisenhower's recovery from a heart attack, ileitis, and a minor stroke as "one for the medical books," a testament to extraordinary physical resilience and energy. "By all medical odds," Barcella wrote, "the President should have long since retired to a life of leisure." Yet, instead of slowing down, Eisenhower continued to take on a demanding schedule of work and travel.

Barcella attributed Eisenhower's survival and vitality to "discipline," particularly in maintaining rigorous health habits—diet, rest, emotional balance, exercise, work, and temperance. This disciplined approach, Barcella suggested, was likely crucial to the President's impressive recovery and continued vigor."

Engaging in proper exercise, maintaining a balanced diet, ensuring adequate rest, and attending to overall bodily care will enhance your physical condition, improve both your appearance and bodily function, and, most importantly, instill a profound sense of well-being—physically, mentally, and spiritually. This holistic approach to health not only enriches your daily life but significantly contributes to your overall success and happiness.

The initial step in your journey toward success and happiness is to cultivate a strong and healthy body. From this point forward, it is crucial to safeguard your health as a treasured asset, for indeed, it is one of your most valuable possessions.

A Program For Physical Fitness

Medical science and experience confirm that a consistent daily health regimen is crucial for success and happiness. Achieving physical fitness demands persistent effort and willpower, adhering to a strict, often monotonous routine day in and day out.

However, the rewards are substantial. Once you experience the profound benefits of being physically fit, you will find it nearly impossible to tolerate the discomfort of being unfit. This is a truth I know well, having maintained a daily exercise routine since my youth.

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The physical fitness program outlined here has been refined over nearly fifty years. It began in September 1912 when I enrolled in the preparatory department at Grandview College in Des Moines, Iowa, then a Danish-Lutheran College and Theological Seminary.

At Grandview, physical fitness was of paramount importance. We were educated on the essential nature of body care in all its dimensions, and all students, regardless of gender, were required to participate in an hour of Danish gymnastics daily, unless exempted by a doctor's note.

After five years at Grandview, the core principles of Danish gymnastics—instilled in me by skilled instructors from Denmark—became a fundamental part of my daily life. Since then, I have adhered faithfully to a straightforward regimen of physical fitness.

Here, then, is the program for physical well-being that I have consistently followed over the years, a regimen that has greatly contributed to maintaining my body's health and vitality.

Regular Periodic Health Examination

Since my college days, I have consistently undergone periodic health examinations—typically once a year. These examinations have always included a comprehensive check-up of my dental health.

These health examinations have consistently provided me with great comfort and satisfaction over the years. Minor defects and deteriorations have been promptly addressed, and through expert medical and dental care and guidance, I have been able to sustain a high level of physical fitness and well-being continuously over the years.

It is noteworthy that many businesses are increasingly acknowledging the importance of regular health check-ups, not just for their executives but also for the overall well-being of their organizations. Dr. Ralph T. Collins, a neurologist-psychiatrist at Eastman Kodak Company, suggests that routine physical examinations can assist executives in releasing fears, anxieties, resentments, and other concerns.”

Annual visits to your doctor and dentist come with modest fees, they are among the most valuable investments you can make. Good physical health forms the foundation for mental and spiritual well-being, paving the way for achieving success and happiness.

Adequate Rest

Doctors advise that the amount of rest and sleep required for optimal health varies from person to person.

While some people need the traditional eight hours of sleep each night, others may require ten hours, or as little as six or seven hours, depending on their individual needs. I used to need nine hours of sleep, but over the years, this requirement has gradually decreased. Now, at sixty-five, I find that six to seven hours of rest is sufficient for me.

Some years ago, Thomas Edison was giving a visitor a tour of his laboratory in West Orange. As he demonstrated his ongoing projects and discussed his experiments, he paused and, with a twinkle in his eye, said, "Now let me show you another important part of my equipment." He then revealed a couch behind a curtain. "They talk about me not sleeping," he chuckled. "This is where I relax. I come in here for an hour's sleep at least once a day."

Similarly, Dr. John Harvey Kellogg of the Battle Creek Sanitarium maintained a cot just outside the operating room door. His operations, often starting early in the morning, would stretch into the afternoon.

After completing the major work, he would retreat to his cot and immediately fall asleep. Once the patient was wheeled out and the next case was ready, the chief nurse would wake Dr. Kellogg, who would return to work refreshed. Dr. Kellogg lived to be 92, remaining physically and mentally vigorous until the last week of his life.

Winston Churchill, a man renowned for his prodigious work ethic, was notoriously resistant to taking afternoon naps until a few years ago. However, he eventually conceded to their benefits and remarked:

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Winston Churchill, a man renowned for his extensive work, only came to appreciate the value of afternoon naps in recent years. Reflecting on this change, he remarked, “I wish I had started twenty years earlier. It visibly enhances my efficiency.”

Doctors emphasize that experience will guide you in determining the right amount of rest needed to sustain your energy throughout the day. It’s crucial to align your rest with your actual needs. Sleep experts also caution against the notion that everyone must adhere to the traditional eight hours of sleep each night. This belief can lead to unnecessary sleeplessness for many, causing stress and anxiety that further disrupt sleep, creating a cycle of fatigue and irritability.

Dr. MacDonald Gritchley, an English neurologist, encapsulates this sentiment: “The amount of sleep is less important than the anxiety it causes.”

To improve sleep, experts recommend practices such as drinking warm milk, taking a hot bath, listening to calming music, and engaging in prayer to alleviate worries and concerns. Restful sleep rejuvenates the body, fortifies the mind, and nurtures the spirit, laying the foundation for a successful and fulfilling tomorrow.

Proper Diet

It is often asserted by health specialists that many people metaphorically “dig their graves with their teeth,” meaning that our dietary habits can significantly undermine our health. Most of us tend to overeat and, more crucially, consume foods that are detrimental to our well-being.

Emerging research suggests that an improper diet may not only negatively impact physical health but also affect mental and emotional stability. Dr. George Watson from The School of Philosophy at The University of Southern California has pointed out that certain mental and emotional disorders may stem from poor dietary choices.

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Dr. Watson recounted the case of a young woman who, despite enduring extreme mental stress and approaching the brink of suicide over a seven-year period, was initially skeptical about the role of diet in her emotional issues.

However, she agreed to participate in a dietary intervention. Remarkably, within the first month of treatment, her depressive episodes diminished significantly and eventually ceased altogether. She has since made a full recovery.

In an interview published in the April 11, 1960, issue of *U.S. News and World Report*, Dr. W. Henry Sebrell, Jr., a distinguished Professor of Public Health Nutrition at Columbia University and a renowned expert on diet, stated: “Diet is one of the most crucial factors in determining how long an individual lives. Dr. Sebrell continued, “In public health, we often say that while a good diet cannot guarantee perfect health, optimal health is unattainable without it.

Even if you never experience acute malnutrition, years of poor eating habits—dietary indiscretions—can accumulate, causing various forms of bodily damage that will inevitably shorten your lifespan.

The link to heart disease is particularly concerning. Overweight, which often results from bad eating habits, is a significant contributor to heart disease. Thus, diet plays a crucial role in the prevalence of heart-related deaths, with overweight individuals being more susceptible to such conditions.”

When asked if everyone has an ideal weight, Dr. Sebrell responded, “Assuming you’re a typical individual, your ideal weight is likely close to what you weighed around age 26. After 26, any additional weight gained is usually fat and can be harmful. Therefore, weight tables that show increasing weight with age—beyond 26—may reflect average trends but don’t necessarily indicate the ideal.”

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I've found that sticking to a relatively consistent daily diet yields the best results for me, helping maintain a healthy weight and a steady sense of well-being. However, it's important to consult your doctor, as what works for me might not be optimal for you.

For breakfast, I have a small glass of orange juice, hot or cold cereal, a multi-vitamin capsule with minerals, a six-minute boiled egg, and either coffee or milk.

For lunch, I usually enjoy a bowl of soup with crackers or a sandwich, accompanied by coffee or milk, and dessert—often canned fruit or fruit jello.

At dinner, I opt for a nourishing meal, typically consisting of a generous serving of meat, a vegetable, a salad, and dessert—usually fresh or canned fruit or pastry with milk.

Though this routine is occasionally disrupted, I always return to it promptly when the discomforts of overeating catch up with me.

It's important to remember that diet alone isn't the best method to regain a normal weight after excesses, as it can also impact physical fitness. I've found that a regular exercise program combined with a sensible diet and moderate restriction of fattening foods—under your doctor's guidance—works best for maintaining a healthy weight.

Exercise Regularly

Professor Thomas K. Cureton, Director of the Physical Fitness Research Laboratory at the University of Illinois, observes, "The human body is unique in that it deteriorates when not used. Conversely, it functions more efficiently and remains healthier the more it is exercised."

Dr. Cureton has tested and analyzed the physical condition of thousands of men and women and has put hundreds of middle-aged men through his conditioning program.

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From this study, Dr. Cureton is convinced that, although a man may grow older in years, “the major physical ailments of aging — chronic fatigue, headaches, shortness of breath, digestive upset, overweight, some forms of heart and circulatory trouble, in short, middle-age sag — can be avoided completely or postponed for as much as 15 years by a daily program of body conditioning and active recreation.”

“It’s never too late to begin getting into shape,” Dr. Cureton says, “but it does take daily, sometimes painful, perseverance. After all, you can’t expect in a week’s time to make over a body that took years to wreck.”

Dr. W. Henry Sebrell, Jr., Professor of Public Health Nutrition at Columbia University and an internationally renowned authority on diet, advises: “Exercise is valuable in toning up the muscles, making you feel good, stimulating circulation, and helping to reduce your weight, but you must take your exercise regularly, not just a golf game on the weekend or something similar. It’s important not to increase your food intake along with the exercise.

To burn off one pound of body fat, you would need to walk approximately 35 miles. So if you ride around the golf course in a cart, hit the ball occasionally, and then come back to enjoy a highball and a sandwich, you might end up gaining more than you lost.”

Everyone desires physical health and well-being, and most of us can achieve it by investing a modest effort in regular exercise. This could be as simple as home calisthenics or engaging in a body-building program offered at local YMCAs, YWCAs, or health clubs, tailored to meet your specific needs.

It’s remarkable how many renowned individuals, both men and women, have adhered to home calisthenics. For instance, Mrs. Franklin Delano Roosevelt, in her seventies, began each day with setting-up exercises.

Theodore Francis Green, the former Senator from Rhode Island, remained impressively active and sharp well into his nineties—the oldest man ever to serve in the U.S. Senate—thanks to his lifelong commitment to physical fitness.

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Most mornings, except in the harshest weather, Theodore Francis Green walked nearly three miles to his Capitol Hill office until his retirement as a Senator. He also swam regularly and was among the few Senators who consistently utilized the Senate gymnasium. His weight remained stable at around 150 pounds for decades.

Similarly, the late James Garfield Stewart, a respected Judge of the Ohio Supreme Court, exercised for 30 minutes every morning and walked three miles daily, seven days a week. He acknowledged the monotony of daily exercise but believed it was as essential as eating, sleeping, and bathing.

Dr. Paul Dudley White, a renowned Boston heart specialist and former physician to President Eisenhower, identified lack of exercise and overly rich diets as primary causes of heart attacks.

A few minutes of setting-up exercises before the morning bath have been integral to the success of many outstanding individuals. They understood the crucial role of physical fitness in their achievements and committed to a daily exercise routine to enjoy the profound benefits of a robust and healthy body.

Shortly after graduating from college, I established a routine of regular periodic health examinations, during which I always discussed my exercise program with my doctor for approval.

For nearly fifty years, I have adhered to a set of daily exercises that are as essential to my physical well-being as food and rest. I recommend this simple program for your consideration and your doctor's approval.

These exercises require neither a gymnasium nor specialized equipment; they can be performed in your bathroom or bedroom without causing any disruption to family members.

After shaving and before my morning bath, I briskly follow through with the following exercises:

Exercise 1. Arm Movements

A. Snap briskly into the “Attention” position: stand with your back straight, shoulders back, head up, mouth closed, chin tucked in, stomach pulled in, arms stretched straight down close to your sides, fingers together, heels together, and feet spread at a comfortable angle. This ensures good posture.

B. Bend your elbows vigorously, keeping them close to your sides and pushed forward. Close your fists tightly and hold them opposite your shoulders, pushing them back.

C. Pause for a second, then extend your arms straight forward, fully stretched, with palms facing each other and fingers straight and close together.

D. Pause for a second, then return your arms to position

E. Pause for a second, then extend your arms upward, fully stretched, with palms facing each other and fingers straight.

F. Pause for a second, then return your arms to position

G. Pause for a second, then return your arms down to your sides, resuming the “Attention” position.”

Then, follow the sequence A to G slowly but vigorously, four or five times initially, gradually increasing the number of repetitions as desired.

H. Standing in position A — at “Attention,” slowly inhale deeply while simultaneously tilting your head back with your chin held in snugly. At the same time, close your fists and push your straight-held arms back as far as possible.

I. Pause for a moment, then exhale slowly as you return to position A — at “Attention.” Repeat steps H and I several times, as desired.

J. Relax and stand “at ease” for a minute — place your right foot forward and shift your weight onto your left foot. Place your hands behind your back, with your left hand grasping the wrist of your right hand, allowing the right hand to remain relaxed.

Exercise 2. Hopping

A. Snap briskly to “Attention.”

B. Place hands firmly on hips, then hop on both feet, spreading and contracting your legs, twenty to fifty times to start with, increasing the number over time as desired.

C. Inhale and exhale..

D. Relax, and stand “at ease” for a minute.

Exercise 3. Arm Swinging

A. Snap briskly to “Attention.”

B. Swing both arms forward, upward, and around in a full circle, twice. On the third upswing, bring them to an abrupt stop at the high point above the head, pushing both shoulders back sharply. Then swing arms sideways and down to the position of “Attention.” Do this four times to start with, increasing as desired.

C. Inhale and exhale.

D. Relax, and stand “at ease” for a minute.

Exercise 4. Stationary Running

A. Snap briskly to “Attention.”

B. Begin stationary running — running in place with arms held naturally. Lift feet well off the floor, keeping head (chin in) and shoulders back. Do this for a count of 50 to 100 to start with, counting each lift of a foot. Increase the count as desired.

C. Inhale and exhale three times.

D. Relax and stand “at ease” for a minute.

Exercise 5. Knee-Bending

A. Snap briskly to “Attention.”

B. Place hands firmly on hips, bend knees slowly until seat touches heels, then slowly lift to standing position. Do two or three knee-bending exercises to start with, increasing as desired.

C. Inhale and exhale three times.

D. Relax and stand “at ease” for a minute.

Exercise 6. Push-Ups

A. Snap to “Attention.”

B. Drop to your knees, then extend your body straight on hands and toes. Keep your body straight, head up with your chin tucked, and bend your arms slowly until your body touches the floor. Then straighten your arms slowly. Start with two or three push-ups, and increase as you get stronger.

C. Return to a kneeling position, rise to stand, and inhale and exhale three times.

D. Relax and stand “at ease” for a minute.

Exercise 7. Leg Raising

A. Lie flat on your back with your legs together. Place your hands behind your head and hold onto the bed or bed frame. Take a slow, deep breath. As you inhale, lift your feet until your toes touch the bed or wall. Lower your feet slowly while exhaling. Keep your legs straight and your head resting on the bed. Start with two or three repetitions and increase as you feel comfortable.

B. Stand in the “Attention” position.

C. Relax and stand in the “at ease” position for a minute.

Exercise 8. Head Movement

A. Circle your head slowly in a wide arc, two times to the right, then two times to the left.

B. Inhale and exhale twice.

C. Relax, and stand “at ease” for a minute.

Exercise 9. Arm Movements

A. Wrap up with a brisk round of Exercise 1 — repeat it three times or more.

B. You’re done.

Doing just the basics of this exercise routine will only take about fifteen minutes each day, which is a small investment of time for maintaining your physical health and well-being.

This home calisthenics program should be complemented with other forms of exercise, ideally outdoors. Options include walking—arguably the most popular and rewarding—along with swimming, golf, tennis, croquet, badminton, skating, gardening, and others. Choose based on your ability and preferences, and always consult with your doctor.

Remember that your body is the lifelong vessel for your mind and spirit. Your overall achievements and quality of life will largely depend on the condition of your physical health and efficiency.

One thing is certain: good health is not a natural, lifelong gift. It must be earned through consistent and determined effort and can be easily lost through neglect and carelessness.

Therefore, physical fitness is a crucial part of a successful and fulfilling life. Start now to build and maintain a healthy body, and treat it as the valuable asset it truly is.

The Brain

Man's mental nature - the brain — is the second greatest human power in the universe, surpassed only by the spiritual nature of man.

The brain is the most complex and efficient physical organism created by God. No other creation or invention matches its ability to think, imagine, analyze, discriminate, balance, synthesize, decide, and act with purpose.

Scientists have long tried to replicate the human brain but have failed. A man-made brain cannot match the human brain's capabilities. As one explanation puts it, "It would require a machine composed of radio tubes, wires, and mechanical parts as tall as Rockefeller Center in New York City and as large as San Francisco's Cow Palace; it would need all the power of Niagara Falls to operate and its rushing waters to prevent overheating."

Despite this, even the most advanced electronic and mechanical marvels cannot replicate the human brain, this machine wouldn't be able to perform countless tasks that the human brain can. That miraculous three-pound, pinkish-gray organ with its ten billion nerve cells can do things no machine can match.'

The Power Of The Mind

The development and effective use of one's brain power is crucial and incredibly rewarding. As the ancient philosopher Seneca wisely stated, "A good mind possesses a kingdom."

Many other great thinkers have also held the mind in high regard. Virgil said, "Mind moves matter"; Plato asserted, "Mind is ever the ruler of the universe"; Michelangelo believed, "The hand that follows intellect can achieve"; and Napoleon, the famed military leader, noted, "There are only two powers in the world, the sword and the mind. In the end, the mind always triumphs over the sword."

The renowned philosopher Herbert Spencer put it succinctly: “It is the mind that makes one good or ill, wretched or happy, rich or poor.” Consequently, as Euripides observed long ago, “Bodies devoid of mind are like statues in the marketplace.”

A sharp mind is an unparalleled asset. When diligently developed and wisely utilized, it is a powerful tool for success and happiness. Samuel Johnson, the lexicographer and poet, noted, “Such is the delight of mental superiority that no one endowed with it by nature or study would trade it for the gifts of fortune.”

However, as Herbert Spencer pointed out, “Mental power cannot be obtained from ill-fed brains.” It is something that can only be achieved through ongoing study and serious thought.

The Importance Of Formal Education

Since, as Herbert Spencer noted, “mental power cannot be gained from ill-fed brains,” formal education plays a crucial role in a person’s success and happiness. However, this doesn’t mean schools are the only source of education. As Senator John W. Fulbright put it, they are “the primary organized source in modern societies.”

The records, both current and historical, are filled with examples of individuals who, through persistent self-study, planning, and hard work, achieved remarkable success in their fields. Sir Winston Churchill, a major global leader in the last quarter-century, once told a Boston audience, “I have no technical and no university education, and have just had to pick up a few things as I went along.” He never stopped learning.

Many of the greatest figures in American history didn’t have formal college educations, yet they were among the most well-educated of their time. They made the most of their free time and every opportunity to broaden their knowledge—they were lifelong learners and self-educated individuals.

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Robert Fulton, whose portraits were displayed at the Royal Academy in London, had only a basic education. Benjamin Franklin attended school for just a few months; Patrick Henry and Abraham Lincoln were self-taught. Mark Twain, who stopped formal schooling at age twelve, became a celebrated writer and speaker, earning honorary degrees from Yale and Oxford. Countless others have achieved fame without formal education.

In our fast-paced modern world, it's wise to pursue as much formal education as possible while you are young. It will soon be nearly impossible for young men and women to succeed without at least a college education.

In a 1956 message to American youth, Charles F. Kettering, the renowned automotive engineer, research scientist, and inventor, strongly encouraged young people to pursue as much education as possible.

He said, "Despite the richness of my own life, today's era of rapid discovery and astonishing technological progress offers young people with curious minds—and a solid education—countless opportunities that were unimaginable in my time.

One Thomas Edison per generation is no longer sufficient for our progress; we need thousands of well-trained young people with the vision, imagination, and courage that drove Edison in his quest for the unknown.

"This is why I consistently urge young people to pursue the fullest education possible—whether in science, engineering, the arts, social sciences, humanities, or any field that suits their talents."

Former President Eisenhower once said, "Every young American owes it to themselves and to their country to prepare for the demands and opportunities of the future. Toward the achievement of this goal, education and training are crucial; our schools shape the leaders of tomorrow.

I urge every young person in the United States to continue their studies until they have fully developed their innate talents. This is the only way they can make their greatest contribution to the nation's strength and fulfill their own potential and goals."

Professions and many of the most promising careers have increasingly high educational requirements, with standards continually rising. All fields now favor those who have superior knowledge and a commitment to ongoing learning.

As time goes on, it's clear that education is a crucial factor in achieving success and happiness. The more formal education you pursue, the greater your chances for a fulfilling and rewarding life. While the financial benefits of an educated mind are often highlighted, it's important to recognize that there are other equally significant values in leading a meaningful life.

In an article from *This Week* magazine dated June 9, 1957, Nathan M. Pusey, President of Harvard University, spoke about the value of a college education, saying: 'I believe the teacher's mission is to help every young person in his care to grow into the broadest, deepest, most vital person possible. In fulfilling himself, the student will, I am convinced, experience moments of heightened insight where he understands more clearly what the world is about and how he can contribute to it creatively and meaningfully.'

"Viewed in this light, a college education takes on a new significance — as do the impressive projections of college enrollment. Rather than seeing this as a daunting scenario of millions of young people merely competing for better jobs, we can look forward with optimism to a future where millions of young Americans attend college to fully realize their potential as individuals. They seek joy in learning, strive to live fully and responsibly, and aim to contribute to building a better world."

Arguments For A College Education

Here are five reasons why you should pursue as much formal education as possible, ideally completing a four-year college program and earning a Bachelor of Arts or Bachelor of Science degree if you can.

A College Education Brings A Fuller Life

Education expands the mind, offering the joy and stimulation of engaging with the best thoughts and achievements from the past.

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Aristotle praised education as ‘an ornament in prosperity and a refuge in adversity.’ Diogenes described it as ‘a controlling grace to the young, consolation to the old, wealth to the poor, and ornament to the rich.’ Epictetus asserted that ‘only the educated are free.’

Petronius considered education a treasure, noting that ‘culture never dies.’ Diogenes also claimed that ‘the foundation of every state is the education of its youth.’ Thomas Jefferson supported the spread of knowledge, stating that ‘no other sure foundation can be devised for the preservation of freedom and happiness.’ Addison likened education to sculpture, saying, ‘What sculpture is to a block of marble, education is to the soul.’

These great thinkers believed education holds profound value beyond its material benefits—enriching the heart, mind, and spirit. Most college graduates would attest to these deeper values.

" Education," said Henry Ward Beecher, the esteemed American clergyman, "is the knowledge of how to use the whole of one's self. Many people only use one or two of the many faculties they possess. A truly educated person is one who knows how to develop every skill they have—how to refine it, keep it sharp, and apply it effectively in practical situations."

Calvin Coolidge, former President of the United States, expressed his view on the broader benefits of education by saying: "Education provides people with the breadth and power to appreciate the best things in life in a wholesome and humane way. It elevates individuals beyond their surroundings and enables them to master themselves, rather than simply being products of their circumstances."

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Former President Hyde of Bowdoin College once said: “To feel at home in all lands and eras; to count Nature as a familiar friend and Art as an intimate companion; to develop a standard for appreciating others’ work and critiquing one’s own; to carry the keys to the world’s library and feel its resources supporting you in any task; to make countless friends among leaders in various fields; to immerse yourself in generous enthusiasms and collaborate with others for common goals; to learn manners from students who are gentlemen; and to develop character under professors who are Christian—these are the rewards of spending the best four years of your life in college.”

Charles Varle captures it well: “Education is a companion that no misfortune can depress, no enemy alienate, no despotism enslave. At home, it’s a friend; abroad, an introduction; in solitude, a solace; and in society, an ornament. Without it, what is man? — a splendid slave, a reasoning savage.”

A college education can contribute to a fuller and more successful life in many ways. It equips a person with the mental capacity to be a constructive influence in the community, a better citizen, a valued friend, a gracious host or hostess, and a more understanding and helpful mate and parent.

A College Education Opens The Door To Distinction

There is clear evidence of a strong link between a college education and the likelihood of personal distinction.

A study of the 1958-1959 edition of *Who’s Who in America*, which profiles 50,645 distinguished individuals, revealed that 79.6% were college graduates, while over 91.7% had attended college for at least one year. Only 8.3% had less than a college education. The following chart provides a detailed analysis:

Education Number of Persons Percentage

- Did not go beyond high and other secondary: 4,224 - 8.3%
- College, didn’t graduate: 6,534 - 12.1%
- College graduates 39,887 - 79.6%
- Total 50,645 - 100.0%

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Evidence shows that the connection between education and distinction is strengthening over time. The 1958-1959 edition of *Who's Who in America* reported that 79.6% of its distinguished individuals were college graduates, compared to 74.3% in the 1946 edition. It is now estimated that over 86% of current entries are college graduates.

In the past, there were many successful and prominent individuals who reached the top without a college degree. However, this is increasingly challenging and may soon become nearly impossible. Dr. Homer D. Babbidge, Jr., from the Department of Health, Education, and Welfare, noted that in the next decade, the demand for unskilled and semiskilled workers will decline, while the need for professionals and managers will rise.

Large employers, including the Federal Government, are increasingly associating educational achievements with merit, making a college degree a critical criterion for better pay, more responsibility, and higher status. This trend is spreading; in 1960, New York City Police Commissioner Stephen P. Kennedy predicted that a college degree would soon be required for every patrolman."

A study by the Intercollegiate Guidance Association found that 70% of 153 professions and vocations require college training. In other words, without a college degree, you're shut out of at least 70% of major careers.

With colleges becoming increasingly crowded and enrollment growing rapidly each year, competition for opportunities is intensifying. While a college education does not guarantee distinction, fame, or fortune, it significantly improves your chances and opens many more doors.

A College Education Brings Job Security

Various studies conducted during and after the Great Depression of the 1930s offer compelling evidence that education enhances job and financial security.

According to a study by the American Federation of Teachers, among 3,980 families reliant on aid during the early 1930s. Of 3980 "breadline" families:

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- 86% of fathers had grade school education or less 12.4% had one or more years of high school
- 1% had one or more years in college

A survey made by The United States Office of Education produced the following result. Of 46,000 graduates of colleges, in 1928-35:

- 60% were never unemployed
- Only 2% of men and 1% of women were on relief

A study by the University of Denver found that college graduates had the best employment records compared to other groups. They demonstrated a greater ability to maintain full-time employment during the Depression. This trend was particularly evident in older age groups. College graduates consistently had higher average earnings across all age groups from 25 to 75. In contrast, those with less training experienced more significant job losses.”

James P. Mitchell, Secretary of Labor during the Eisenhower administration, summed it up well: “The more education a worker has, the less likely they are to be laid off during a business downturn.”

A College Education Enhances Earning Power

Dr. Raymond Walters, President Emeritus of the University of Cincinnati and a national authority on education, has stated: “It seems clear that more young men and women are going to college now because their parents believe that higher education will pay off financially and in other ways.”

Kiplinger’s Changing Times magazine evaluates a college education with this insight: “On average, any capable young person who obtains a college education will earn more financially than someone whose education ends after high school—enough to offset the cost of the education and then some. College graduates typically earn more than twice as much as those without a degree. Moreover, college education often provides benefits and advantages that go beyond monetary value, but are still highly significant.”

According to the U.S. Bureau of Census, lifetime earnings based on education are expected to average as follows:

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- Grade School Man \$182,000
- High School Graduate \$258,000
- College Graduate, or more \$435,000

Note that the average lifetime earnings of a college graduate are \$177,000 more than those of a high school graduate, and \$253,000 more than someone with only an elementary school education. Additionally, this earnings gap is widening rapidly.

That a college education truly pays off in financial terms is further supported by the results of a survey conducted by the Federal Reserve Bank.

This year, the financial value of education has increased even further. The job and salary outlook for college graduates is more promising than ever. Colleges and universities across the United States report a robust and healthy demand for employment.

According to a survey by the Department of Labor, starting salaries in every category are higher. Engineers and physical scientists are averaging between \$500 to \$560 per month; business graduates are earning about \$100 less than engineers, though still higher than last year; and strong liberal arts graduates are nearing the salary levels of business graduates.

There is a high demand for teachers, especially those specializing in mathematics, science, home economics, art, music, and foreign languages, with average salaries of \$5,300 for elementary school teachers and \$5,800 for secondary school teachers. Law graduates are averaging nearly \$6,400 per year. Those with advanced degrees in all fields can command even higher pay.

In an article titled "The Great Hunt For Educated Talent," published in Harper's Magazine, John W. Gardner, President of the Carnegie Corporation, quoted Floyd Warner as saying: "Education has become the royal road to positions of power and prestige in American business and industry."

It is quite clear, then, that a college education is today a vital requisite for opportunity and success.

An Educated Citizenry Is A Vital Requisite For Our Survival As A Free People

Writing from Monticello to Colonel Yancey in 1816, after retiring from the presidency, Thomas Jefferson made a profound observation: "If a nation expects to be ignorant and free in a state of civilization, it expects what never was and never will be."

This assertion finds a stark example in the tragic collapse of the Congo State in July 1960, shortly after its independence from Belgium. At that pivotal moment, the entire Congolese population of 14 million boasted only 16 university graduates, with not a single lawyer, doctor, or scientist among them.

The overwhelming majority of the populace remained uneducated. Such a scenario starkly illustrates that democracy and illiteracy cannot coexist.

Chancellor Bismarck, a leading German statesman of the previous century, aptly stated, "The nation that has the schools has the future." The task of equipping our future voters with the necessary skills and knowledge for responsible citizenship and governance falls heavily on the shoulders of our schools and colleges.

De Witt Clinton, the first governor of New York, echoed this sentiment, emphasizing, "The great bulwark of republican government is the cultivation of education, for the right of suffrage cannot be exercised in a salutary manner without intelligence."

In a democracy, the responsibility for the conduct of society and government lies with every member of the community. Education thus becomes essential, empowering individual citizens and society as a whole to fulfill the duties of citizenship.

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Today, our Western world is engaged in a critical struggle with the communist bloc—a battle for the minds of men. This conflict is not merely a clash of military forces but a war of ideologies, pitting democracy, with its principles of freedom and justice, against communism, characterized by oppression and brutal injustice.

Only an educated populace can discern the deceptions and consequences of communism, while also understanding and valuing the profound benefits and duties inherent in our democratic way of life. This struggle is ongoing and crucial for both current and future generations, as the forces of good and evil will perpetually vie for the conquest of human minds and souls.

Senator John William Fulbright, Chairman of the influential Senate Foreign Relations Committee, has articulated this point clearly. He stated that “the most serious and difficult challenge offered by the Russians is not in the military field, but in their determined and successful drive to cultivate to the utmost the intellectual powers of their people.”

This observation underscores the importance of education in maintaining and defending our democratic ideals against external ideological threats.”

Frank M. Porter, President of the American Petroleum Institute, has captured the essence of this threat to America with compelling eloquence: “They said the Battle of Waterloo was won on the playing fields of Eton.

Let us pray that history never records that the battle for the Free World was lost in the classrooms of America’s high schools and colleges—institutions that failed to nurture and train enough young people to maintain our leadership in research, engineering, and scientific discovery.”

“The way out of the never-ending armed truce in which we live,” said Samuel B. Gould, Chancellor of the University of California, Santa Barbara, “lies in our willingness to be as concerned about the state of men’s minds as we are about the state of their weapons.

It requires a return to education that strengthens the fundamental values of human life—values that seem to be slipping from our grasp in our preoccupation with material things. This type of education should permeate not only our schools but also our homes and the broader fabric of American society.”

As life grows more complex for individuals and nations alike, the demand for better and broader education surges with each new generation. No nation can afford to neglect education and still expect to maintain its freedom.

Learning - A Continuous Process

Education is an ongoing journey, not a destination. A college diploma represents a significant milestone, but it is far from the end of the road. In an era characterized by rapid change and relentless competition, staying abreast of emerging ideas and advancements is crucial.

To thrive and excel in any field, it is imperative to continuously refine your knowledge and skills, ensuring that you remain at the forefront of your profession.

Fortunately, the path to continuous self-improvement and success is accessible to anyone determined to advance, regardless of age, educational background, or economic status.

Community resources abound: free libraries offer a wealth of books and magazines across diverse subjects, while numerous correspondence schools provide courses in virtually every field. Many colleges, universities, and even high schools offer evening classes at minimal cost.

With such extensive opportunities for learning, there is little excuse for stagnation, mediocrity, or failure due to a lack of knowledge.

I have consistently sought to stay updated on new developments in my profession and to expand my general knowledge. I diligently study books and trade magazine articles relevant to my field and consider attendance at trade association meetings essential.

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My commitment to continuous learning is evident from my career path: I attended the School for Life Managers conducted by The Life Insurance Agency Management Association, both during my tenure as a general agent for Aetna Life in Columbus, Ohio, and later for New England Life in Toledo, Ohio.

Despite beginning my business career with a comprehensive formal education—including a B.A. degree, a year at Harvard Law School, and a year at Harvard Graduate School—I recognized the need for specialized knowledge.

Consequently, I enrolled in Toledo University Evening College to study advertising, business law, and statistics. In Cincinnati, I furthered my education with two years and a summer at The University of Cincinnati Evening College, focusing on federal and state taxes, accounting, typing, American history, and psychology.

These courses have proven to be invaluable not only in advancing my professional skills but also in stimulating my ambition and providing a profound mental and spiritual uplift that even enhanced my physical well-being.

Thus, regardless of whether you hold a college degree or not, your education should be a lifelong endeavor. It must never cease. Embrace the myriad opportunities available for continued learning and self-improvement. If formal education is not feasible, pursue self-education with dedication. The rewards of self-directed learning are immeasurable and can yield benefits beyond your expectations.

Remember, neglecting to nourish your body can lead to starvation, and in the same vein, neglecting to nourish your mind can result in its deterioration. A malnourished mind will wither just as a malnourished body does.

Oliver Wendell Holmes, the renowned American author, famously compared the human mind to a bank account. As long as you continue to make deposits, you can draw upon it to meet your needs and desires. However, if you cease making deposits, your intellectual resources will deplete, leaving you bankrupt, with your checks returned marked “No Funds.”

The most rewarding investment you can make, once you’re out of school and in the workforce, is in a well-structured program of continuous education—whether through your company’s training programs, local evening courses, or self-directed study. Commit yourself to staying abreast of advancements in your field and in our rapidly evolving world. Make continuous learning an unalterable part of your personal policy.

The true rewards of learning are wisdom and understanding. As King Solomon wisely noted 3,000 years ago, “Happy is the man who finds wisdom, and the man who gets understanding.”

Never Too Old To Learn

At the age of fifty, Theodore Roosevelt, one of our most illustrious Presidents, offered this profound reflection: “Now I am fifty years old, and if I had ceased to learn, if I believed that I had stopped learning and improving myself, I would feel that my service to society would be nearly finished.”

Those well-versed in the life of Theodore Roosevelt are aware that he never ceased to pursue knowledge. He remained enthusiastic about learning and achieving until his final days. He never considered himself too old to acquire new knowledge.

There is a common but erroneous belief that age hampers one’s ability to learn—that as one grows older, the capacity to learn diminishes. However, this notion is far from the truth.

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Research indicates that the ability to learn remains largely unaffected after the age of 20, as noted by Dr. C. Ellis Nelson, a distinguished educator and professor of Christian education at The Presbyterian Seminary in Austin, Texas. According to these studies, there is no significant difference in reading and vocabulary skills between those aged 20 and 60. While younger individuals may exhibit greater mathematical proficiency, this is largely because they engage with that skill more frequently than those who are older.

As you advance in years, or if you have already reached or surpassed middle age, do not deceive yourself with the misconception that the ability to learn wanes with age. This simply isn't the case! You can continue to learn and grow intellectually as long as you have the desire to progress—indeed, for as long as you live. This is one of the most exhilarating truths about life.

Cato, the esteemed sage of ancient Rome, was always in pursuit of new intellectual challenges. Around the age of 80, he embarked on the study of Greek. When a skeptic questioned why he would undertake such a daunting endeavor at such an advanced age, Cato wittily responded, "It is the youngest age I have left," and continued his studies undeterred.

"Age," remarked E. L. Thorndike, the renowned psychologist, "is no barrier to learning anything you wish to learn."

Indeed, one never grows too old to learn.

Business And Education

American business, by and large, has long recognized that the continuous education of its employees is essential for sustained progress.

At a recent Metropolitan Life Insurance Company Management Conference, the chairman, discussing the expansion of the company's training and educational program, remarked, "What we seek are new ideas and better methods."

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We are living in one of the most captivating periods of history, with rapid advancements in techniques and technology demanding unprecedented management skills. Now, more than ever, education must be an ongoing process.”

In 1924, I had the intriguing experience of establishing the educational department for Aetna Life Insurance Company in Hartford, Connecticut. I authored a five-booklet correspondence course, founded a three-week field training school, and conducted this course across the company’s leading agencies from coast to coast.

The results were noteworthy, as highlighted in an advertisement published by Aetna Life in the November 1927 issue of Life Association News, the official publication of The National Association of Life Underwriters.

“The truth is—when we say that the Aetna Sales Training Course is the best investment of time that a life insurance agent can make, we speak from experience. A survey of the business conducted by every Aetnaizer who completed this course and tested it with six months of ‘post-graduate’ selling shows that the average production for that six-month period amounted to \$126,665. Remarkably, more than 40% of these agents had never sold insurance before. Among those with previous life insurance selling experience, there was an impressive 81% increase in new business.”

A few other leading life insurance companies had already experienced or were soon to discover the same remarkable benefits of organized education. Winslow Russell, who was the Agency Vice President of Phoenix Mutual Life Insurance Company of Hartford, Connecticut, and a pioneer in sales training, shared a revealing insight with me in 1924.

He recounted that way back in 1912, he had conducted a thorough analysis of his company’s sales records and was astonished to find that thirty-two percent of the salesmen were responsible for eighty-six percent of the company’s business.

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This revelation was so startling to him that he questioned whether this was a true representation of the life insurance industry as a whole. To verify his findings, he conducted similar investigations in three other major companies and found that their situations were just as concerning, if not worse.

After a long and careful study of the facts revealed by his survey, Mr. Russell made the momentous decision to eliminate the sixty-eight percent, referred to as “the business guessers,” and to focus his full time and attention on educating the thirty-two percent, known as “the real producers.” All part-time agents were dismissed, and it was announced that after a certain date, the company would not renew the contract of any agent producing less than a specified annual minimum of new business.

Thereafter, all new agents were required to complete a course in life insurance fundamentals, covering basic principles, functions, its uses, and the art of selling. The results were remarkable. In 1912, the company had seventeen hundred agents who produced twenty million in new business. By 1922, ten years later, with only three hundred and fifty agents—each one a trained salesperson—the annual production had soared to fifty-two million..

The significant impact of education in the field of life insurance selling is demonstrated by the following facts: the educational program of one of the largest companies in the East increased the production of its veteran agents by 34 percent; a program in a Midwestern company boosted its agents’ production by 38 percent; and, in general, companies have found that agents who successfully complete a company-sponsored course in life insurance experience an increase in production of over 25 percent.

Today, no life insurance company of any significance will license and authorize an agent to sell its policies without requiring the completion of a comprehensive educational program.

Few people realize, I think, that subscription book companies were the pioneers of scientific selling methods. They introduced the concept of the “Selling Talk” way back in the 1870s and have consistently done an excellent job of training their salesmen—a fact to which I can personally attest.

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As I mentioned earlier, during my senior year in college, I took a keen interest in studying and training to become a book salesman for the F. B. Dickerson Company, a sales subsidiary of the R. C. Barnum Company, a well-known subscription book company at the time. Every Monday night, I was required to attend a one-hour lecture on salesmanship, and each Saturday, I dedicated a full hour in the company's office to practicing a selling talk.

The thoroughness and expertise of the training are evident from the fact that, during the summer of 1920, I averaged a net profit of \$32 per day selling a war book with an atlas, priced at \$8.75 each.

The first major commercial organization to adopt the systematic approach to sales education and training, similar to that of the subscription book companies, was the National Cash Register Company of Dayton, Ohio. This occurred back in 1887, a good decade after book salesmen had transitioned from haphazard methods to a more scientific approach. The story of how this came about is both fascinating and revealing.

In 1887, the company's attention was drawn to one of its salesmen, J. C. Crane, whose sales figures far exceeded those of his peers. Mr. Patterson, the esteemed founder and president of the company, invited Mr. Crane to his office to explain and demonstrate his methods.

Mr. Crane gladly complied with the request. After he completed his demonstration, Mr. Patterson was so impressed that he offered him ten dollars—a considerable sum at the time—to repeat his presentation. Mr. Crane obliged, while a secretary meticulously recorded his selling talk verbatim.

Mr. Patterson then inquired, "How did you come to discover this method?" Mr. Crane explained that he had been losing numerous sales that he believed should have been closed.

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This prompted him to reflect on his approach. By analyzing his methods in detail, he concluded that these sales were lost because he had neglected to mention several crucial features of the cash register. He then embarked on a systematic study of the machine, documenting all its advantages in the order he thought would be most persuasive in closing a sale.

Mr. Patterson quickly recognized the value of Mr. Crane's methods and promptly organized a meeting with his leading salesmen, where he explained Mr. Crane's approach. Mr. Crane then demonstrated his selling presentation, and Mr. Patterson declared that the selling talk would be printed for use by all National Cash Register Company salesmen.

However, the salesmen reacted with resistance—they were unwilling to merely mimic another's preordained approach. They preferred to rely on their own methods and spontaneous inspiration rather than adhere to a standardized selling talk crafted by someone else.

Mr. Patterson, wise in his approach, chose not to argue the point. Instead, he quietly arranged for each salesman to demonstrate his method before the group. Unbeknownst to them, a stenographer was positioned behind a screen at the back of the platform, meticulously transcribing each selling talk word for word.

Mr. Patterson then reviewed each selling talk carefully, marking out statements deemed "incompetent, irrelevant, and immaterial," as the lawyers would phrase it. He then met with each salesman individually and pointed out specific statements from their demonstrations, saying, "Mr. Doe, in your presentation the other day, you said..." In every instance, the salesman disputed the point, with one even responding rather defensively, "I'm sure I didn't make such a statement. I'm not foolish enough to say that!"

Mr. Patterson calmly replied, "Perhaps you'd like to see exactly what you did say," and handed the salesman a copy of his own selling talk.

Each of the other salesmen also received a copy of their respective presentations.

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This revealed their own weaknesses and led them to adopt Mr. Crane's proven method of using a structured selling talk. Consequently, sales began to rise with surprising speed, and within a few years, The National Cash Register Company became renowned as the greatest selling organization in the world.

As the acclaim for The National Cash Register Company's selling methods spread throughout the business world, many organizations began to inquire, leading to the gradual implementation of educational and sales-training programs by some of the leading companies across the country.

However, progress in the scientific training of salespeople has been slow. While some companies and industries have achieved a reasonable level of efficiency, the quality of sales training remains, in general, elementary and inconsistent.

The current competitive landscape and the anticipated fierce struggle for business survival in the coming years are prompting some of our most astute and forward-thinking business leaders to openly acknowledge that "business is selling." They recognize that the survival of a business will increasingly depend on the quality and training of its sales force.

This assessment is echoed by an editorial in the August 1960 edition of *The American Salesman*, where Editor David R. Lindsey states: "If I gleaned anything from my recent visits to the National Sales Executives' Graduate School of Sales Management and Marketing and the national conference of the American Marketing Association, it is that there is a growing demand for trained salespeople.

This demand is driving more universities to offer courses in selling. The field of sales is becoming increasingly scientific because companies are committed to survival."

Yet, business overall is not only lagging in the education and training of its sales force but also in recognizing the immense profit value of investing in the education and training of all employees.

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It remains largely true, as Walter Dill Scott, former President of Northwestern University and a leading business educator, remarked years ago: “Man is the one neglected factor in business and the most important... the individual remains to be studied, trained, and developed, to be brought up to the standard of maximum results already achieved by material processes.”

Seneca was profoundly right when he said, centuries ago, “A good mind possesses a kingdom.” A well-developed mind is an asset of inestimable value.

Knowledge is power—a timeless truth. The world respects, promotes, and honors those who are truly educated: individuals who not only excel in their own fields but also understand people, are well-informed about the world, and its inhabitants

In examining the lives of great men and women, we consistently find a profound and unquenchable thirst for knowledge. They were driven by a desire to understand both people and the world around them, and they never ceased their pursuit of learning.

Therefore, remain perpetually in search of knowledge in its fullest and most expansive form. Learning is a dynamic, ongoing process—never complete. A continuous infusion of both specific and general knowledge will nourish you with the vital essence of life, propel your personal growth, and elevate your prestige and influence among others.

The full development and application of your mental resources are essential to reaching your highest potential and securing your rightful share of success and happiness in life.

The Great Potential

Strange though it may seem, the greatest power within human beings—the spiritual nature—remains largely neglected and underdeveloped. Much like the obstinate spirit of Saul before his transformation on the road to Damascus, we often resist and struggle against a power that we instinctively sense within ourselves, yet which we understand to be connected to a supernatural force we call God.

The mere suggestion that humans possess a nature that reaches into the realm of the supernatural should spark the curiosity of any thoughtful individual. It presents an endless domain for exhilarating exploration and adventure. The promise of discovering untapped inner resources through an open-minded and probing inquiry into this profound aspect of our being is truly magnificent.

Dr. Arnold J. Toynbee, the distinguished British historian, recently remarked: “The new worlds with which it is now most urgent for us to make contact are the spiritual worlds within ourselves, not the physical worlds in outer space.”

Dr. Albert Schweitzer, the esteemed medical missionary in Africa, emphasized the crucial importance of the spiritual aspect of humanity, stating: “... if you surrender the ideal of human personality, the spiritual man is ruined, and with the end of the spiritual man comes the end of civilization, yes, indeed, the end of humanity.”

Dr. Charles Proteus Steinmetz, the renowned American inventor, asserted that humanity should study both God and man, suggesting that the greatest discoveries of the future will be made in the spiritual realm.

Recognizing and harnessing this inner spiritual resource—appreciating and utilizing the profound connection between humanity and the divine—will lead to our greatest triumphs in the years to come.

The Vital Lifeline

Many years ago, as a young boy, I encountered a short story titled “The Spider” by the Danish author J. P. Jacobsen. This parable made a profound impression on me and has lingered in my memory ever since.

The tale centers on a spider who, one late summer day, finds himself stranded at the tip of a low tree branch. From this precarious perch, he descends to a nearby bush and constructs an elaborate, exquisite web, suspended by the thread from the tree above. Each morning, the ravenous spider makes his rounds across the expansive web, voraciously consuming the numerous flies ensnared in his cunning trap during the night. In time, he grows both large and corpulent.

As time went by, and the chilly autumn days arrived, Mr. Spider’s daily catch dwindled. One dreary morning, shivering with cold, he dashed through his routine with irritation, only to find no flies in his web. Frustrated, he came upon the thread from above and, in a moment of thoughtless rage, exclaimed, “What good is this thread anyway?” With a snap, he severed the thread, causing the expansive web to collapse and entangle him, leading to his immediate demise.

Even as a child, the meaning of this story was clear to me—a straightforward parable about the crucial “lifeline” connecting humanity’s spiritual nature with God, the source of its existence and sustenance. The spiritual essence within us originates from God and is intrinsically linked to the Divine. It is this divine spark that distinguishes us from all other creatures and signifies our connection to the Almighty Creator of the universe. Sever that vital link between God and man, and humanity faces inevitable ruin.

Ralph Waldo Emerson, the esteemed American philosopher and essayist, championed the belief that through the power of God, an individual can achieve any goal they set their mind to. Emerson posited that such conviction could foster a resilience in people that made them invincible to defeat.

It is within man's spiritual nature that he can unlock the power to realize the full extent of his God-given potential—attaining a level of excellence that surpasses the bounds of mere reason and understanding. The highest achievements of humanity are not solely the product of physical or mental processes but arise from this spiritual essence, a force that transcends the natural and finds its origin in God, the Almighty Creator of heaven and earth.

Undoubtedly, those who have embraced the potency of this spiritual connection and harnessed it have often achieved powers and accomplishments that defy reason and comprehension.

The Power Of Prayer

Human beings, having been created with a bit of God in them, when in real trouble instinctively and automatically turn to God for comfort and help through prayer.

Human beings, imbued with a spark of the divine, instinctively turn to God for comfort and help through prayer, especially in times of profound distress. Billy Graham, the renowned evangelist, once declared before a crowd of 15,000 at Madison Square Garden, "Anthropologists have found no tribe, however isolated, that has not prayed. Prayer is as ancient as humanity itself. If a man has no God, he will create one. Even atheists invoke God in a crisis. Prayer is evidence of the divine."

The chronicles of wars are replete with examples that underscore this truth. During World Wars I and II, as well as the Korean War, numerous newspaper accounts reported instances of "foxhole" religion, where soldiers turned to prayer amid the perils of combat.

This profound human need for God remains evident in our current postwar era, marked by the cold war and threats to our Christian civilization.

The relentless pursuit of scientific advancements to ensure survival, while crucial, can be unsettling. In these times, only faith in and communion with an all-powerful, loving, and merciful God can provide the comfort and strength needed to preserve hope and sanity.

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In these tumultuous and uncertain times, no individual can navigate the world alone. The need for divine guidance is as pressing today as it was for George Washington when he assumed the presidency of the fledgling United States, bearing the immense burden of founding a new nation.

Washington took his formal oath of office with profound sincerity, but he did not stop there. With solemn reverence, he added the simple yet powerful plea: "So help me God." This invocation has since been echoed by every President, becoming a cherished and enduring part of the inauguration ceremony.

A particularly striking illustration of the tangible power of man's spiritual connection with God came to me through the press on December 2, 1924. The headline read, "Army Gridders Pray Before Games," recounting the Army football team's return to West Point following a triumphant victory over Navy.

On top of the old stagecoach, where the captain traditionally delivers his final address, Captain Ed Garbisch, who had concluded his football career spectacularly with four field goals against Navy, shared: "Before every game this year, regardless of its difficulty, every member of the squad prayed. We did not pray for victory, but that we might conduct ourselves honorably. After Saturday's game, each player removed his headgear and fervently thanked God for our victory."

When the captain concluded his remarkable confession, he was met with thunderous applause from twelve hundred cadets, who had listened in reverent silence.

The revelation was nothing short of extraordinary. The Army football team, before every game, prayed not for victory but for the strength to conduct themselves honorably.

With such a prayer guiding them, the team approached each match with a resolute mindset, committed to giving their utmost. Defeat, under these circumstances, could only come from a superior opponent.

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These young men, far from being timid, were among the most resolute and capable individuals one could find. They harnessed every facet of their being—physical, mental, and spiritual. They understood their spiritual nature as a tangible force that could perform miracles and elevate them to extraordinary heights.

One of the most encouraging trends in recent years is the growing recognition of the power of prayer. This burgeoning faith reflects a broader and deepening interest in spirituality.

Prayer, as the most profound expression of religious devotion, symbolizes the most intimate connection between man and the divine. In this deeply personal and spiritual communion with God, no special techniques are required—such communication should flow as effortlessly and naturally as the bond between a trusting child and a loving parent.

While some may hesitate to utter the word “God,” Nathan N. Pusey, President of Harvard University, eloquently addressed this in his baccalaureate address to the senior class: “The finest fruit of serious learning should be the ability to speak the word God without reserve or embarrassment. It should be spoken not with adolescent resentment, but with a sense of communion, reverence, and joy.”

One of the most compelling illustrations of the sustaining power of faith and prayer is poignantly captured in the story of the four chaplains who gave their lives so that others might live.

This account, drawn from the American Legion’s “Back to God” Handbook, recounts the events of February 3, 1943:

In the early hours of that morning, the U.S. troop transport *Dorchester* navigated the icy waters off Greenland. Most of the 900 troops on board were asleep in their bunks when suddenly, a torpedo struck the ship’s flank. Chaos erupted as the men scrambled up the ladders, their confusion palpable on the icy decks.

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In those harrowing moments of panic, the calmest figures aboard were four U.S. Army Chaplains: First Lieutenants Clark V. Poling (Reformed Church of America), Alexander D. Goode (Jewish), John P. Washington (Roman Catholic), and George L. Fox (Methodist).

With remarkable composure, these chaplains guided the men to boxes of life jackets and distributed them with military precision. When the supplies ran out, they selflessly relinquished their own life vests, giving them to four young soldiers and urging them to jump.

As the *Dorchester* sank beneath the icy waves just 25 minutes later, amid the roar of steam and chaos, around 600 men perished. Yet the heroic chaplains' actions had ensured the survival of over 200. The last sight of them was on the slanting deck, arms linked in a final act of prayer.

Captain Edward V. Rickenbacker, the renowned U.S. World War I Ace and later Chairman of the Board of Eastern Air Lines, has testified to the profound comfort and sustenance provided by prayer. He recounted how, during his harrowing ordeal of drifting for days and nights on a tiny raft in the vast, lonely sea, it was prayer that sustained him and his companions until their eventual rescue.

The transformative power of faith in God is vividly illustrated by a remarkable incident from the life of the world-renowned violinist, Fritz Kreisler. This event took place in New York City many years ago. Kreisler was set to perform his first recital following a prolonged illness, and Carnegie Hall was packed with an eager audience.

There was an undercurrent of skepticism; many believed that his illness had diminished his once-legendary skill, and even his closest friends feared that the recital would expose his loss of virtuosity.

As Kreisler took the stage and began to play, a palpable tension filled the hall. But as the notes of his violin soared, the audience's anxiety began to dissolve. The unspoken dread proved unfounded. Kreisler, undiminished by his struggles, once again captivated the audience with the same extraordinary talent that had defined his illustrious career.

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“Later that evening, Fritz Kreisler humbly attributed his renewed talent and prowess on the violin to a higher power. He consistently expressed that his musical gifts were not his own, but rather a conduit through which God delivered music to the world.

An intriguing account appeared in the February 14, 1938, issue of *Time* magazine, highlighting the perspective of Joseph Rank, the wealthiest man in England at the time, renowned for his success in milling and shipping. Rank openly spoke of the profound practical impact of his spiritual connection through prayer, stating, “If I take anything to prayer, I always succeed.”

Another powerful testament to the efficacy of prayer was shared in the daily press on March 25, 1961, in an article by Charles Denton. The piece recounted the remarkable success story of Walter Brennan, the acclaimed Oscar-winning actor.

At the age of 67, Brennan, who had reached the pinnacle of his career, attributed his achievements to one fundamental aspect of his daily life—prayer. He expressed, “I am a great believer in prayer. Every morning, I get down on my knees and say my prayers. I don’t sleep much—only about four hours a night—so I wake up early, and I pray. My prayers are mostly filled with gratitude for all my blessings, because, boy, I’ve got ‘em.”

Charlotte Elliot captures the essence of prayer with profound elegance in her renowned hymn, “My God, is any hour so sweet.” In the fourth verse, she beautifully expresses:

“No words can tell what sweet relief, Here for every want I find; What strength for warfare, balm for grief, What peace of mind.”

Joseph Henry Gilmore, the author of the cherished hymn “He Leadeth Me,” lived out the faith so eloquently expressed in his verses. He firmly believed that by placing his trust in God, he would be guided and cared for through all life’s challenges. Gilmore’s conviction was that, no matter the trials, God’s guidance would equip him to face difficulties with perseverance and unwavering confidence, leading him to triumph.

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“He leadeth me! O blessed thought!

O words with heavenly comfort fraught! What-e'er I do, where-e'er I be,

Still 'tis God's hand that leadeth me.”

Believing men and women throughout history have witnessed the transformative power of faith and prayer. More achievements have been realized through these spiritual practices than the world can fully comprehend.

Years ago, the esteemed American clergyman George Winifred Hervey shared a poignant anecdote from his time at the Astor Library in New York. There, he frequently encountered Professor F. B. Morse, the renowned inventor of the electric telegraph. On one occasion, Hervey posed a question to Morse: “Professor Morse, during your experiments in the university labs, did you ever find yourself at an impasse, unsure of what to do next?”

“Oh, yes; more than once.”

“And at such times, what did you do next?”

“I may answer you in confidence, sir,” said the professor, “It’s something the public is unaware of. Whenever I found myself at a crossroads, unable to see a clear path forward, I turned to prayer, asking for more light.”

“And did the light usually come? “Yes”, And let me add that when the accolades and honors came to me from America and Europe for the invention bearing my name, I never felt I deserved them. I had merely applied electricity in a valuable way, not because I was any more exceptional than others, but simply because God intended this knowledge for humanity and chose to reveal it to me.”

Yes, prayers have been answered—millions of persons, and entire nations, bear witness to this fact.

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During World War II, Great Britain observed two National Days of Prayer, and both times, their prayers seemed to be answered in miraculous ways.

The first National Day of Prayer occurred on that somber Sunday, May 26, 1940, as the British Expeditionary Force, under relentless Nazi assault, retreated toward Dunkirk Beach. Remarkably, within five days, most of that army was safely evacuated, thanks in part to the heavy fogs that mysteriously shrouded the Channel.

The second National Day of Prayer was held on Sunday, March 23, 1941, when Hitler's advance in the Balkans appeared unstoppable. Just four days later, a dramatic shift occurred: Yugoslavia was turned, the British captured Cheren and Herar, and the Italian navy suffered a decisive defeat in the Mediterranean.

In the depths of the Great Depression in 1933, a close personal friend of mine, a talented young businessman, found himself facing looming failure. Each day saw a decline in sales, and financial disaster seemed ever closer. As his courage waned, despair began to take hold.

One morning, as he drove to a nearby town with hopes of landing a significant order, he began speaking to himself, pouring out a heartfelt plea: "Oh God, please help me. Grant me the strength to do my best today. Fill my heart and mind with courage and hope. Instill in me a joyful spirit, so that I may bring happiness and encouragement to everyone I meet. Help me be enthusiastic, and please, God, help me earn a successful day."

This simple yet sincere conversation with God brought him a renewed sense of comfort. As he continued his journey, his prayers became a steady companion, and by the time he reached his destination, he was transformed. His face radiated confidence and hope, and he successfully closed the sale. Prayer had shifted his mindset from despair to optimism, allowing him to fully tap into his physical, mental, and spiritual resources.

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From that day forward, religion became the cornerstone of this man's life, leading him to achieve success beyond his wildest dreams. Prayer evolved into a daily ritual for him, akin to morning exercises that invigorate the body and nightly reading that nourishes the mind. He discovered through experience that regularly recharging his spiritual life with prayer provided him with renewed strength and a steady path to success.

I, too, can attest to the transformative and sustaining power of prayer. Without it, I would have faltered and fragmented long ago. With it, I have been fortified and upheld through the most challenging periods of my life.

Although I had embraced prayer as a daily practice since childhood, my profound realization of its power came years later when I entered the business world. There, I found myself entangled in a web of office intrigue, marked by petty jealousies and devious behavior. The atmosphere was fraught with distrust, tension, and frustration.

One Monday morning, disheartened by the thought of the challenges awaiting me, I found myself overcome with helplessness. In a moment of desperation, I began to pray aloud, seeking the courage and strength to face the trials of the day.

Gradually, a profound sense of peace and confidence enveloped me as I continued praying all the way to the town. When I arrived, I could sense that something remarkable had occurred. Fear had dissipated, replaced by a newfound calm. I walked into the office with a genuine, friendly smile, warmly greeting everyone I encountered.

That evening, as I sat alone in my garden reflecting on the remarkable change that had taken place, I tried to recall the specifics of my morning prayer. I wondered how such a simple, personal, and seemingly selfish plea could have moved God. Yet, something profound had occurred, and deep down, I felt certain that God had heard me and extended His helping hand.

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From that day forward, I have made it a habit to pray each morning on my way to town. This practice has brought extraordinary blessings to my life and work. I now have a firm belief that God listens and cares. I trust in His boundless love with the innocence of a child's faith in a loving father. I am confident that He understands me and forgives my human shortcomings.

Since that day, I have never been concerned about the exact words to use when speaking to God. I simply and trustingly open my mind and heart to Him, sharing everything that concerns me—whether it's about my family, my work, or my relationships with others and the world at large.

I have discovered that prayer is a refuge from weakness and fear, frustration and loneliness, and the harshness and small hurts of life. It is an unfailing source of strength, guiding me towards a better and more fulfilling life.

I always begin my morning prayer by thanking God for I begin each day by thanking God for His protection over me and my loved ones throughout the night. I express my gratitude for the new day and for all the blessings and care He has bestowed upon me over the years, despite my shortcomings.

I ask for forgiveness for my many sins and seek His blessings for myself and my family for the day ahead. I pray for each family member individually, asking for a Christian spirit, happiness, and His guidance to live according to His will.

I also pray for strength for the day's work at the office—both physical endurance and the skills needed to meet the demands ahead. I ask for a spirit of friendliness, fairness, and helpfulness toward all my colleagues. Above all, I seek humility and love, and I never forget to offer fervent thanks to God for His blessings on my work. I recognize that without His loving care and support, I would not have achieved even the modest success I enjoy today.

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I bring before God the special challenges of each day, whether they involve work, difficulties with others, or the personal shortcomings I struggle with. After presenting these concerns to Him, I ask that He fill my heart and mind with His joy and enable me to spread encouragement and happiness wherever I go. I seek His peace to envelop my entire being—my heart, mind, and soul—banishing all fear and turmoil. I conclude my prayer with the Lord's Prayer.

Prayer is the unfailing channel through which we connect with God, the source of all strength and blessings. It is the sole reservoir of power to endure frustrations, to confront failure with unwavering resolve, and to find the strength to rise after each fall.

Prayer enables us to smile despite a breaking heart, to show kindness and fairness when faced with meanness and injustice, and to maintain our balance in the midst of chaos. It helps us lead a fulfilling and cooperative life, to face fears with courage, and to persist in striving toward the highest ideals, regardless of the obstacles.

The Healing Power Of Prayer

Indeed, prayer is the greatest force for good in this life. It not only fortifies the spiritual life of an individual but also offers healing for many mental and physical ailments. Leading medical professionals and psychiatrists unequivocally affirm that prayer has performed miracles where conventional medical science has faltered.

There is substantial evidence of healing and cures achieved through religious faith and prayer. Will Oursler, a distinguished author and reporter, detailed remarkable religious cures in an article titled "Healing — with Faith," published in *The American Weekly* on February 17, 1957. He concluded:

"There are many paths to spiritual healing within the Christian faith, whether Protestant, Catholic, traditional, or evangelical. Some individuals possess healing gifts that defy scientific explanation. Certain places have developed a 'healing tradition' where extraordinary recoveries are common.

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“Healings can occur through prayer, confession, sacraments, and particularly in Protestant churches, through the laying on of hands. Some of these healings are so immediate they can only be described as miraculous.

“The evidence supporting these healings is overwhelming. Medical science no longer dismisses them as mere fraud or self-deception in every instance. Rather, physicians today are collaborating with clergy to understand how these faith-based healings occur.

“Many physicians are now partnering with ministers to explore the new concept of “total healing,” which addresses not just a part of the body but the whole person—body, mind, and soul.

Utilizing one’s spiritual resources through prayer is the most reliable way to attain emotional stability in a chaotic world. We all experience confusion, frustration, and emotional distress—restlessness born of anxiety and guilt. Yet, it is remarkable that over ninety percent of these episodes of mental and emotional turmoil can be alleviated through prayer.

A study conducted at the renowned Mayo Clinic in Rochester, Minnesota, revealed that four out of five of twelve thousand patients treated for stomach disorders had no physical cause for their ulcers and other ailments. This suggests, as someone aptly put it, that “you don’t get ulcers from what you eat, but from what is eating you.”

Carl Jung, a noted disciple of Freud and a famed psychoanalyst, observed that of all the patients he treated over thirty years, “not one was truly healed without regaining a religious outlook.”

Bring your problems to God. Discuss them with Him openly; confess your sins and troubles, repent sincerely, and He will forgive you. He will lift your burdens from your mind and heart, granting you a peace that surpasses all understanding.

Prayer Helps One To Get Along With Others

One of the most significant and disheartening reasons for losing a job, missing out on promotions, or failing to establish fulfilling social relationships is the inability to get along with others. Fortunately, this issue can be effectively and thoroughly addressed through the full utilization of one's spiritual resources.

Gwen Bristow, in her article "Why Were They Fired?" published in This Week magazine, reported as follows:

"To understand the pitfalls that newcomers to the workforce should be wary of, a group of vocational teachers surveyed thousands of employers, requesting information about the last three employees they had dismissed and the reasons for their termination.

The teachers anticipated a broad range of responses but were astonished to find that over two-thirds of the terminations were due to a single, common issue: the inability to get along with others. This issue persisted across all types of businesses, affecting workers of every age and gender.

The overwhelming reason for dismissal was simply that these individuals struggled with interpersonal relationships."

In our increasingly complex and interconnected society, the ability to navigate interpersonal relationships is crucial for success and happiness. Maintaining emotional balance amidst a diverse array of people—ranging from kind-hearted to selfish, ruthless, and deceitful—can be a daunting challenge. The strength and wisdom needed to remain sane and balanced in such an environment can only be found through a divine source.

The key to getting along with others lies in understanding human behavior, which starts with self-awareness. To grasp one's own motives and reactions is essential for self-improvement. This process of self-analysis, driven by a genuine desire to grow, requires an acknowledgment of one's own flaws.

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True self-understanding and inner peace come from God. Bring your personal struggles to Him in prayer, with a sincere intention to better yourself, and you will find His support unwavering. Through God's love, you will gain the capacity to love others and overcome your own limitations.

Seek diligently and passionately to embody the Biblical principle, "Do unto others as you would have them do unto you," and you will find that relating harmoniously with others becomes second nature. This timeless formula is a surefire path to a successful and fulfilling social life.

However, our prayers are not always answered in the way we might wish. God grants our requests according to His infinite wisdom, ensuring that what we seek aligns with what is truly beneficial for us. We do not always have the foresight to understand what is best in the long run.

Consider St. Paul's experience as detailed in II Corinthians 12:8-9. He prayed earnestly for the removal of his "thorn in the flesh"—a condition he described as epilepsy. Despite his fervent pleas, God responded, "My grace is sufficient for thee, for my power is made perfect in weakness." Paul accepted that God's wisdom surpasses our understanding, trusting in His infinite love. His faith was rewarded as his life was abundantly blessed.

Similarly, Dr. A. J. Cronin, author of "The Citadel" and "A Thing of Beauty," recounted a personal experience in the August 25, 1957, issue of *This Week*:

"Twenty-seven years ago, while I was practicing medicine in London and on the verge of transitioning to a specialist role on Harley Street, my health suddenly deteriorated. I was advised to take a year off to recover, and even then, there was uncertainty about whether I would ever be able to endure the demanding pace of a medical career again.

"What a blow it was! I had always enjoyed my work. From my modest beginnings in a small Welsh mining town, I had worked tirelessly to reach this goal. And now, just as success was within my grasp, it felt as if the door was being slammed shut in my face. My frustration was such that I openly expressed my bitterness to my friends.

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Among them was an elderly Irish nun, the Reverend Mother of the Bon Secours, a small nursing order that lived nearby and often cared for my patients. She listened to my outburst in silence and then offered a simple, yet profound comment:

“You know, doctor, we have a saying in Ireland: if the good Lord closes one door, He opens another.”

I barely considered her words at the time. Shortly thereafter, I found myself in a remote district of the West Highlands, where time seemed to drag. Out of nowhere, I felt a sudden urge to write. I began working on a novel titled *Hatter's Castle*. To my amazement, once completed and submitted, it was accepted by a publisher. It seemed that, indeed, a new door had opened, revealing an entirely new career path before me.

" When faced with sudden disappointment, misfortune, or defeat, many of us react with anger and resentment towards Heaven, questioning why God would allow such things to happen?

Experiencing a loss of health, missing out on a promotion, or losing one's job can be incredibly difficult to endure and even more challenging to comprehend.

“We cannot judge Divine Providence by our limited human perspective. What we perceive as misfortune may actually be a step toward our greater good. Often, we need a jolt to shift our self-centered and indulgent attitudes.

The challenges and demands placed upon us by God may seem harsh, but He never takes from us without offering something greater in return. Disappointments and difficulties are often the tools He uses to prepare us for something better.

Life is not a straightforward path but a complex maze with twists and turns. We may find ourselves lost or blocked at times. However, if we maintain our faith, God will eventually open a door for us. It may not be the one we expected, but it will ultimately lead us to a better outcome.”

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Roy Pearson, writing in *The United Church Herald*, captures God's response to our prayers with this insight: "Sometimes, God answers our prayers much like parents do when they respond to their children with 'not just now,' 'we'll see,' or 'I'll have to think about that for a while.'"

An unknown author sums up his life's experience in these words:

"I asked God for strength, that I might achieve;

I was made weak, that I might learn humbly to obey ...

I asked for health, that I might do great things:

I was given infirmity, that I might do better things ...

I asked for riches, that I might be happy;

I was given poverty that I might be wise ...

I asked for power, that I might have the praise of men;

I was given weakness, that I might feel the need of God ...

I asked for all things, that I might enjoy life;

I was given life, that I might enjoy all things ...

I got nothing that I asked for — but everything I had hoped for.

Almost despite myself, my unspoken prayers were answered.

I am, among all men, most richly blessed."

Religion Invades The College Campus

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In an enlightening and motivating survey by *Newsweek* magazine, published in its April 22, 1957 issue, there is substantial and compelling evidence that religion has made significant inroads into American college campuses. The following brief summary highlights this religious resurgence as detailed in the special report.

Students in unprecedented numbers are now seeking God, reports *Newsweek*, “not only in the faith of their fathers, and in conventional church worship but in intellectual self-appraisals that cry out for a deity to manifest His relevance to a complex modern world.”

In this search they are flocking to hear and question our most erudite theologians, college chaplains, ministers, and evangelists. All of this, says the Reverend Billy Graham, famed revivalist, adds up to “possibly the greatest religious inquiry we have seen on the college campus in the history of education in the U.S.”

It is true, of course, as the Reverend Charles B. Templeton of New York City — who has conducted numerous revivals for students — points out, that many college students “seem to want God as you want a hot water bottle in the night — to get over a temporary discomfort.” Nevertheless, a survey of undergraduates at Harvard, by the Student Council, found that 60 percent of the group questioned felt that they had to have some form of religious belief for a fully mature philosophy of life.

This is quite a change from the Harvard I knew in the early twenties. Attendance at the University Chapel was fairly low at that time, and I saw few students at Cambridge church services and young people’s meetings that I attended. There seemed to be a widespread sense of apology for being an acknowledged church-goer .

The renaissance at Harvard was largely attributed to the influence of President Nathan Marsh Pusey, who assumed office in 1953. At the start of his tenure, President Pusey articulated his views on religion with the following statement:

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“There has long been a widespread feeling in university circles that religion does not belong. It has been accepted almost as axiomatic that religion, or at any rate organized religion, instead of being an aid to free intellectual activity and to fullness of life, is a major foe. But we — all of us — will stand in need of faith to get on with the job, and indifference to religion in the world of education would therefore seem now to be a luxury we can no longer afford.”

Significantly, Pusey chose the Divinity School for his first Harvard address, marking the first time a Harvard president had spoken there since 1909. He clearly outlined his personal philosophy:

“We need to know, but we need also to believe, and what we want especially to do is to believe knowingly and to know with conviction... Personal religion . . . and participation in the work of the church... have tended to wane in the face of nearly universal adoration of the state, and in almost idolatrous preoccupation with the secular order, the pursuit of knowledge, and with doing good works.”

This outspoken and courageous stand for religion by President Pusey had a profound effect on both the faculty and the student body at Harvard, and on many other campuses.

A Harvard physics professor remarked, ‘Religious principles are now examined when we discuss the laws and lives of figures like Newton and Pascal.’ Similarly, a humanities instructor admitted, ‘I find myself discussing the religious as well as literary aspects of figures such as Milton and Thoreau.’

One Harvard student described the change: ‘It happened just between my freshman and senior years. Suddenly, people weren’t embarrassed to go to church or to say they believed in God. It was like lifting a veil.’

This widespread and growing interest in religion on American college campuses has led to a surge in voluntary chapel attendance, special religious services for students, and a notable increase in new courses on religion in college catalogues.

A Harvard student summed up the sentiment: “There don’t seem to be any other answers outside of religion. We are a generation looking for a creed, students need to find meaning in their existence beyond a poor grade. I suppose you just have to have a God.”

Nathan Pusey concurs, noting a “new seriousness” among students who are now engaging with themselves more deeply than just intellectually. He sees a link between modern intellectualism and the tumultuous events of the twentieth century—two world wars, the rise of fascism, and widespread human brutality have fostered a renewed awareness of sin, tragedy, and mystery.

Pusey believes that young people are growing in their understanding and love of God. He holds the faith that we are on the brink of progress, a belief that would have delighted Harvard’s Puritan founders.

Religion Invades The Business World

In the business world—often characterized by its focus on production, sales, and profits—religion is increasingly gaining significant importance and respect.

Many companies now offer chapels or dedicated spaces for worship and reflection. Some have even appointed chaplains to address the spiritual, personal, and emotional needs of their employees. Many companies now set aside time for optional daily devotions. According to Len LeSourd, managing editor of *Guideposts*, a magazine that conducted special research on the topic, “thousands of businesses across the nation” now incorporate prayer or devotions into the workday.

“There’s more religious work in industry than ever before,” says Reverend Anthony Monteiro, who started a special course on “Industrial Chaplaincy” in 1948 at Bloomfield (NJ) Theological Seminary and serves as a chaplain for nine companies. “Since the war,” Reverend Monteiro explains, “both management and employees have realized that they need more from their work than just earning a livelihood, making money, and boosting production. They’ve discovered that spiritual values can fill that void.”

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Several life insurance companies have incorporated chapels or meditation rooms into their newly built offices in recent years. One company has set the tone for its meditation room by featuring the opening words of the 23rd Psalm in a stained glass window.

Many highly successful businesspeople have openly and candidly shared how their faith and spiritual practices have brought them peace confidence and strength that have come to them in quiet moments of meditation and prayer.

In one of my father's esteemed lectures, he recounts a poignant tale from a Danish author. The story centers on an elderly farmer, who, as he lay on his deathbed, extracted a solemn promise from his son.

The promise was that each day, the son would retreat to his chamber, shut the door behind him, and devote half an hour to solitary reflection and communion with his God. The son assented, and as the days unfolded, these brief moments of daily introspection and divine connection became a wellspring of enduring strength and tranquility.

Take, for instance, the reflections of Roger W. Babson, the renowned statistician and businessman. He remarks: "As soon as possible after lunch each day, I indulge in a brief nap, followed by twenty minutes of private worship.

The more hectic my day and the heavier my responsibilities, the more I insist on this quiet interval. I read a bit of scripture, perhaps a short prayer from the Episcopal prayer book, and then spend a few moments in meditation. These short, daily periods have bestowed upon me faith and fortitude. I earnestly recommend them to all who seek solace and strength."

At the venerable age of seventy-five, Cecil B. DeMille, the illustrious and phenomenally successful film producer, also attested to the profound influence of faith and prayer in his life:

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“Allow the Divine mind to permeate your own, and you shall discover a profound increase in your happiness. From my own experience, I can assert with unwavering certainty that the greatest force in the world is the power of prayer. There is no shadow of doubt in this truth.”

R. G. LeTourneau, a self-made man with only a seventh-grade education, placed his trust in God and the power of prayer, eventually leading him to head a company renowned for constructing some of the world’s largest earth-moving machinery.

LeTourneau faced multiple financial failures before his breakthrough with the invention of the scraper and bulldozer. His success was so overwhelming that, as he put it, “I got way ahead of myself.” In his gratitude, he prayed, “Lord, instead of giving You Your share this year, I’ll reinvest all the profits back into the business, and next year I’ll offer You a share to be proud of.”

However, the following year brought a cascade of challenges. By the end of it, LeTourneau found himself burdened with debts exceeding \$100,000. His creditors closed in, and at the age of 44, he was once again confronted with the looming specter of bankruptcy.

In his moment of despair, Mr. LeTourneau, confronted with a dire and seemingly hopeless situation, once again turned to God, but the most challenging act, he confessed, was “getting down on my knees and admitting that I was not the self-made wonder I had imagined myself to be.” He prayed: “I am merely one of Your instruments, Lord. It is Your will that must be accomplished, not my own. It is Your share that must be honored first, not mine.”

“Once that admission was made,” Mr. LeTourneau reflects, “my entire world brightened. Remarkably, my unyielding creditors began to relent. Within days of making my first payment on a neglected pledge to the church, we received a substantial cash-in-advance order for machines—something virtually unheard of in our business during those Depression years.”

From that moment forward, Mr. LeTourneau consistently contributed a generous portion of his profits to the church and maintained a close communion with God through daily prayer. His fortunes transformed; he soon became a millionaire and has continued to prosper beyond his wildest youthful dreams. Faith and prayer worked miracles for Mr. LeTourneau, who now travels thousands of miles each year, speaking at numerous engagements to express his gratitude for the divine blessings he has received.

Cardinal Gibbons, the esteemed Roman Catholic prelate, in his eighty-sixth year, remarked on faith and success: “Having lived eighty-six years and witnessed countless individuals ascend to success, I can attest that of all the elements crucial for success, faith stands paramount.”

Religion And Character

“Character,” said Bartol, “is the diamond that scratches every other stone.”

Character is the essence of who you are—internally. It is a synthesis of your virtues and moral fabric: honesty, loyalty, justice, dependability, self-respect, self-discipline, self-reliance, respect for human dignity, kindness, courage, perseverance, and dedication to a noble cause.

Character is your moral code, your personal “trademark.” It is the most priceless asset in existence. By your character, you are evaluated by those around you.

B. C. Forbes, the founder of Forbes Magazine, once posed a question to fifty of America’s most eminent business leaders: “If you were to name one quality that you consider the most important, the most valuable, and the most desirable in a person, what would it be?” The resounding answer was “Character.”

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Here is what Dr. William Lyon Phelps, the esteemed Yale Professor of English Language and Literature, had to say about “character”: “Washington, as a statesman, was surpassed by Jefferson in scholarship by Hamilton in financial acumen, and by Franklin in inventive power and knowledge. Yet, what Washington had that none of these possessed to the same degree was character. Character is what distinguishes the truly great and leaves an indelible mark on history.

“Why did these three men of genius revere Washington? It was because his absolute incorruptibility was paired with an unwavering selflessness. The more power he wielded, the more devoted he became to his country.

Lincoln, too, had in his cabinet individuals who were highly educated and initially considered themselves his superiors. Yet, as time passed, they felt increasingly inferior. Lincoln’s rock-like stability and untainted dedication to his cause were complemented by a near-divine compassion for human suffering.

In a whimsically revealing testament, “Jack” Kelly, the father of Princess Grace of Monaco, offered a poignant evaluation of character: “In this document, I can only bequeath you material possessions. But if given the choice between worldly goods and character, I would choose to bestow character. For with character comes the attainment of worldly goods, as character encompasses loyalty, honesty, capability, sportsmanship, and, I hope, a sense of humor.”

Some years ago, during a lawsuit, J. P. Morgan Sr. was examined by Samuel Untermyer, the attorney said, “Is not financial credit based on money and property?”

“No,” replied Mr. Morgan. “It is based on character.”

“Before money and property?” inquired Mr. Untermyer.

“Before anything else,” answered Mr. Morgan, “character can’t be bought with money. If I don’t trust a man, he couldn’t get money from me on all the bonds in Christendom.”

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On February 28, 1942, S. L. A. Marshall, the distinguished military analyst, remarked in a radio talk that the British have long held that, in the midst of battle, the man behind the gun counts more than the gun itself.

Just as character is the most valuable human quality, it is also the most crucial attribute of a people—indeed, the very essence of a nation’s greatness.

Louis XIV, deeply puzzled, once inquired of his great minister, Colbert, “How is it that I, the ruler of all France, cannot conquer the small nation of Holland?”

“Because, Your Majesty,” came the profound reply, “the greatness of a nation does not depend upon the extent of its territory, but upon the character of its people.”

Indeed, every nation faces a pivotal moment when the character of its people determines its destiny. Throughout history, nations have crumbled from within, while others have risen to greatness due to the strength of their character. At this very moment, America stands on the brink of its fate, with victory or defeat hinging on the character of its citizens.

Many nations today lie in ruins, oppressed by ruthless masters. The freedom, once secured through the blood and sacrifice of their forebears, gave way to ease and self-indulgence.

As pleasure overshadowed loyalty and sacrifice, the character that once made these nations great dissipated, leading to their loss of freedom. Now, millions around the globe suffer in despair, their plight a stark reminder of how degradation and servitude have replaced the dignity they once knew.

As the specter of conquest looms near, let it be clear that our nation’s fate depends not on the expanse of our territories or our material wealth, crucial though these are, but on the true character of our people—on what we genuinely are as a nation, what we stand for, and what we are willing to die for.

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America is not invincible! The presence of selfishness and greed still lingers among us. Group and class interests often overshadow our common destiny.

The spirit of loyalty, integrity, cooperation, hard work, sacrifice, and devotion to God must be rekindled within us. Our national character must be revitalized and fortified, or America, too, may face the tragic fate of a conquered nation—a fate far worse than death.

If we truly cherish freedom more than ease and wealth, let us embark on a dynamic character-building program alongside our efforts in armament. This will genuinely make America great and invincible.

Former President Herbert Hoover addressed the 1960 Republican National Convention, stating: “This country needs a rebirth of a great spiritual force, which has been impaired by cynicism and weakened by foreign infections.”

Judge Harold B. Medina, renowned for his courageous handling of the 1949 trial of eleven communist conspirators, made a poignant post-trial observation

“In recent years, I have come to a definitive conclusion: our nation’s destiny hinges more upon our spiritual strength than upon bombs, production, or material wealth.

The crucial step in forging both individual and national character to meet the challenges of our era is to recognize the spiritual essence within us. We must then develop and harness that divine power to its fullest potential. Spiritual development is the sole guarantor of invincible character for both individuals and nations.

The Church And Its Bible

In a serious and earnest effort to attain the fullest spiritual development, both individually and as a nation, the Church and its Bible are indispensable.

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Regular attendance at church and daily reading of the Bible are as crucial to spiritual health and growth as a balanced diet is to physical well-being.

Reason alone compels us to acknowledge the clear truth that the mental and spiritual nourishment provided by the Church and the Bible enhances our character. This truth is beautifully captured by the simple woman who shared her testimony at a prayer meeting: “I ain’t what I ought to be; I ain’t what I’m going to be; but I’m better than I was.”

Regular reminders of spiritual values and the consistent encouragement to utilize spiritual resources inevitably yield positive results—beneficial to the individual, the community, and the nation. The Church transforms a community into a place of decency and moral integrity; no rational person would wish to live in a society devoid of its guiding influence.

Each morning, I tune into a radio religious service that invariably sets a positive tone for my day. A friend once dismissed it as “corny,” to which I replied, “How can something be ‘corny’ if it is known to do so much good? With an open and receptive mind, you might find words of comfort and encouragement.”

When my friend began to approach the service with an open heart, he too discovered its value and solace.

The mission of the Church is to provide religion, and in these challenging times, everyone needs that spiritual grounding. Amidst the turmoil, uncertainty, and moral laxity of our age, the Church stands as a beacon of inspiration and endurance—the true source of goodness and the power to lead a meaningful life.

The crucial role of the Church in safeguarding our freedom and way of life is powerfully articulated in a message from a former National Commander of The American Legion, featured in the Legion’s “Back To God” Handbook:

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“We must choose to live under God or condemn ourselves to live under tyranny. Armed strength alone will not suffice to defend us. The Church is the only institution that has withstood the onslaught of the centuries as a steadfast and resonant echo of God.

“Our current state is an uneasy truce. A ruthless struggle is underway for the minds of men. The world is split into two halves: one embracing freedom under law and belief in God; the other, a realm of despotism. Both cannot coexist. Subversion or nuclear war will inevitably destroy one side or the other. Belief in God is a threat to Communists; they recognize this and understand that it must be eradicated or it will obliterate them.

“American pioneers carried the Church with them across the country. We cannot allow modern, affluent America to replace faith in God with faith in self. Brotherhood, peace, and freedom will thrive only in proportion to our belief in God.

" Our notion of freedom is safeguarded by religious principles, one of which is the intrinsic dignity of every human being and his inalienable rights. Our forefathers shed much blood to safeguard this freedom. Let us not undervalue the role the Church played in preserving our liberty. If the Church falters, our freedom may falter with it.”

And the then National Chaplain of the Legion adds the following pertinent comments:

The “Back To God” Movement was conceived not as a replacement for the Church, but as a means to complement and enhance its efforts. In recent years, those who seek to undermine our way of life have attempted to divert us from belief in the Creator, eroding our spiritual and moral fortitude in favor of materialism and indifference.

America is not immortal, and signs of spiritual decline are evident in our nation. Recognizing that our primary defense must be spiritual, the “Back To God” Movement was initiated.

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“It is my hope that our American Legionnaires will lead the way ‘Back To God’ by worshiping in the sanctuary of their own homes, by gratefully and humbly acknowledging His blessings, by taking their children to public worship, and by providing religious training for their children, by placing before them their own example of unselfish citizenship and of service to God and country.”

One of the most promising signs of the Church’s influence today is the remarkable, global surge in interest in the Bible—an interest that Abraham Lincoln once described as “the best gift God has given man.”

The Bible stands as the most widely read and influential book ever published, translated into over 1,150 languages.

In this atomic age, people are increasingly turning to the Bible for spiritual nourishment. Sales of the Bible are at an all-time high, both in the United States and globally. By 1959, approximately six million copies were sold in the U.S., and according to Robert T. Taylor, a secretary at the American Bible Society, “they are being read like never before.”

President Ben D. Zevin of World Publishing Company, the largest Bible publisher in the world, offers insight into this trend: “Simply put, people are more afraid.” Since World War II and the advent of the atomic bomb, there’s a growing realization that the Bible offers more meaning to life than mere economics or technology. It provides essential spiritual comfort.”

The Bible’s surging popularity is no surprise, given its ability to offer spiritual comfort for every human need. It contains a verse for every challenge we face. According to the American Bible Society, some of the most frequently read sections include: the Twenty-Third Psalm, the Ten Commandments (Exodus 20), the Lord’s Prayer (Matthew 6 and Luke 11), the Beatitudes (Matthew 5), the birth of Jesus (Luke 2), and the Sermon on the Mount (Matthew 5, 6, 7).

These passages represent just a fraction of the Bible’s vast reservoir of comforting and empowering words. It is a never-ending source of living water, quenching our thirst for comfort, strength, hope, peace, and joy.

Interestingly, every American military plane that flies over water carries a collapsible boat stocked with food rations and a waterproof copy of the Bible. Army officers acknowledge that spiritual support can be as crucial as physical supplies in saving lives.

So, when you're feeling unhappy, discouraged, lonely, or lacking purpose in your work or life, turn to the church and the Bible for guidance and solace, for surely, in such times, you are in need of God. You will discover His presence in His sanctuary and find comfort and strength in His Holy Word.

Always remember that with God, you are never truly alone, even when it feels like you are. God loves and cares for you deeply. He will never abandon or disappoint you.

Strengthen your faith with these comforting words from Jesus: 'I am not alone, because the Father is with me' (John 16:32). Peter reassures us: 'Humble yourselves, therefore, under the mighty hand of God, that He may exalt you in due time; casting all your care upon Him, for He cares for you' (1 Peter 5:6-7).

And God's promise to Joshua, as he took on the mantle of leadership from Moses, remains true: 'Be strong and courageous. Do not be afraid; do not be discouraged, for the Lord your God will be with you wherever you go' (Joshua 1:9).

Your Refuge And Your Strength

Reflecting on the countless individuals throughout history who have found comfort and strength through their faith in God and regular prayer, it's clear that neglecting the spiritual power within us is a profound mistake. To disregard this source of support is to ignore a vital and transformative force available to us.

Embrace and nurture the profound power of your spiritual nature. Seek out God, and you will find Him. Engage in communion with Him, and you will discover comfort and strength. Ask, and He will provide.

In doing so, you will transform into a new and complete individual, endowed with incredible abilities to achieve a truly fulfilling life—one filled with the success and happiness your heart deeply desires.

A Mark To Aim At

General Ferdinand Foch, the renowned French commander of World War I, famously advised: ‘In any situation, first determine what your objective is

Efficiency experts reveal that over 90% of people in our progressive nation lack a clear aim in life. This is a tragic oversight. How can anyone hope to succeed if they don’t know where they’re headed? Without a clear goal, a person is as directionless as a ship without a rudder.

What a tragedy! It’s no surprise that so many people fail. How can anyone achieve anything if they don’t know their destination? A person without a clear aim in life is drifting aimlessly, much like a ship without a rudder.

One summer day, I watched from a large boulder on the Connecticut shore as a small, weather-beaten rowboat was wrenched from its mooring by fierce winds and crashing waves. The boat, tossed and battered, was eventually smashed against the unforgiving rocks. This scene vividly illustrated the fate of a life without purpose—a person drifting aimlessly, subject to the whims of circumstance.

Being efficient physically, mentally, and spiritually is not enough. A meaningful objective and purpose are essential for giving life direction and significance. A clear, singular goal fuels motivation, providing both direction and meaning.

In examining the lives of successful individuals, it’s evident that they were driven by a compelling, all-consuming purpose. They had found a reason to live that inspired them and gave their lives direction. This sense of purpose equipped them to withstand the challenges and adversities they faced. They were not bound by their circumstances but saw themselves as free to achieve success and make their mark on the world.

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John Keats, orphaned as a child, struggled constantly with poverty, faced heartbreak, battled tuberculosis, and endured harsh criticism from literary critics of his time. Yet, despite these hardships, Keats was driven by a singular, powerful ambition. To him, life had a purpose, and nothing could extinguish his unwavering determination.

Despite the relentless challenges he faced—from battling poverty and unrequited love to suffering from tuberculosis and harsh criticism—John Keats never wavered from his grand ambition. He boldly declared, ‘One day I shall be among the poets of England.’ His unwavering resolve and fighting spirit eventually earned him a rightful place among the most revered poets of both England and the world.

John Keats stands as a remarkable testament to the power of unwavering ambition. Even when it felt as though the entire world had turned its back on him, he remained steadfast, driven by a grand purpose that crowned his existence. This singular focus not only gave his life direction and meaning but also rendered him invincible.

David McClelland, a distinguished professor of psychology at Harvard University, dedicated years to studying the drive behind business success. He concluded that ‘a singular commitment to achieving one’s goal may well be the key distinguishing trait of the successful entrepreneur.’

Individuals with a single, focused purpose are the ones who advance. A person who channels all their energy into a single, well-defined goal is likely to achieve it, while someone with multiple talents who divides their efforts among various pursuits may end up less successful by comparison.

A New York sportsman, eager to prevent his shotgun from scattering its pellets, sent twenty-five cents in response to an ad promising a solution. He received a brief note: “Dear Sir, To prevent your gun from scattering, use only one shot. Very truly yours.” Well, it’s a silly letter, isn’t it? But it points up, nevertheless, an important moral.

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Scientists tell us that the energy from just a few acres of sunlight could power all the machinery in the world if we could harness it efficiently. Similarly, the power contained in an atomic bomb is enough to obliterate the largest city on earth.

When I reflect on the successful individuals I've encountered across various fields, I'm often struck by their average appearances and unremarkable personalities. There are no apparent signs of extraordinary talent or genius.

However, what sets them apart is their unwavering focus on a single, significant goal. Their success stems not from mere activity but from a dedicated pursuit of a clear, defined objective. Just as a rudderless ship may drift without ever reaching its destination, so too will a person without a focused aim achieve little.

There's nothing more inspiring than seeing someone driven by a clear, worthwhile purpose in life. Such individuals are unstoppable; they rebound from setbacks with remarkable resilience and are never truly down for long.

He embodies the spirit of determination and resilience. With such a mindset, failure seems almost impossible.

Take Hugh Chalmers, for instance, a prime example of someone driven by a clear purpose. He remains celebrated as one of the most influential salesmen and business executives in American history. Born into poverty and lacking formal education or influential connections, he rose to achieve remarkable success.

As a young boy, Hugh worked alongside his father, who was a janitor at the National Cash Register Company in Dayton, Ohio. But Hugh had bigger aspirations. Understanding that knowledge and hard work were crucial for progress, he enrolled in night school to study stenography.

One day, Hugh saw a job opening for a stenographer on the office bulletin board. Eagerly, he applied for the position.

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“What do you know about stenography?” the office manager asked with skepticism.

“I’ve been studying stenography in night school,” Hugh responded with enthusiasm.

Hugh secured the job and excelled as a stenographer. Remarkably, he didn’t stop there. After mastering stenography, he continued his education in bookkeeping. His vision of greater opportunities paid off, as time would show.

Eventually, the company needed a bookkeeper. Hugh applied and, when asked about his bookkeeping experience, answered, “I’ve been studying bookkeeping at night school.” Naturally, he earned the promotion and excelled in his new role.

As time passed, an opportunity arose when a customer came in seeking a cash register while the floor salesman was on lunch break. Hugh, despite his bookkeeping duties, stepped up to assist the customer. When the salesman returned, he was greeted by Hugh with a smile and a prepaid order for a new register.

“How did you manage this, Hugh?” the astonished salesman asked.

“I’ve been studying salesmanship at night school,” Hugh replied with a grin.

“Why?” the salesman inquired.

“Because I want to be a salesman,” Hugh answered enthusiastically.

Soon after, Hugh achieved his goal and became a successful salesman.

After making a remarkable mark as a salesman, Hugh Chalmers was promoted to district manager at just twenty-three. By the age of twenty-eight, he was called to the National Cash Register Company’s headquarters to serve as vice president in charge of sales.

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Hugh Chalmers was driven by ambition. He aimed to achieve something significant in his life and was prepared to invest the time and effort needed to reach his goals.

Many years ago, a U.S. Navy rear admiral named Robert E. Peary embarked on an ambitious quest to find the North Pole. Known for his bravery, Admiral Peary understood the challenges he would face and sought a powerful motto to inspire him during tough times.

He chose a famous challenge from Hannibal, who, at nine years old, vowed eternal revenge against Rome at his father's command. Later, when preparing to attack Rome from the north, Hannibal's generals insisted it was impossible due to the lack of a road across the Alps. Hannibal responded with determination: "I will either find a way or make one!" He succeeded in crossing the Alps and defeated several Roman armies.

When Admiral Peary faced the towering mountains of ice and snow in the far north, and the path ahead seemed insurmountable, he repeatedly reminded himself of Hannibal's resolute challenge: "If there is no path, I'll make one."

For twenty-four years, Admiral Peary relentlessly pursued his goal, driven by a singular, inspiring purpose, until he finally reached the North Pole. His steadfast dedication to one aim led him to success.

A worthwhile and challenging goal is crucial for achieving success and happiness. If you already have a clear, absorbing objective, consider yourself fortunate. If not, it's time to cultivate one.

Psychologists suggest that nearly everyone, barring exceptional cases, has the potential to succeed if they have a stimulating and challenging goal. Many people fail because their innate talents remain undiscovered, unrecognized, or undeveloped.

To pursue your life's objectives effectively, align them with your natural talents. Plan your future based on your inherent strengths.

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Consider taking aptitude tests to uncover valuable abilities you might not realize you possess. Your local school board, college, library, or clergyman can guide you to resources for such tests in your area.

Once you have the results of your aptitude tests, find a quiet space where you can be alone and undisturbed. Close the door and take the time to study the report carefully, thoughtfully, and with a sense of purpose. This introspective moment is crucial, as it can profoundly impact your future and that of your loved ones.

Thomas Mann aptly noted, “Self-examination, if it is thorough enough, is nearly always the first step toward change... no one who learns to know himself remains just what he was before.” With the insights from your analysis, along with your personal likes, interests, and experiences, you can now make a well-informed decision about your true purpose in life.

Remember George Eliot’s wisdom: “It is never too late to be what you might have been.” Whether you’re young or old, man or woman, you have the potential to achieve success and happiness by setting a goal that aligns with your talents.

This could mean excelling in your current job, advancing in your company, becoming a leader in your field, improving your financial situation, providing a college education for your children, or achieving any personal milestone that reflects your aspirations; the pursuit of fame; earning the respect and affection of others through selfless service to your community; or any other aspiration that resonates with your values and talents.

There are countless meaningful goals to pursue in life. What’s crucial is identifying the one that truly ignites your passion. As poet Henry David Thoreau wisely advised, “Let each man march to the beat of his own drum.” Reflect deeply and honestly on what excites and motivates you, for discovering a purpose that inspires you is a significant stride towards a more fulfilling and successful life.

Consider this old Eastern proverb: “If you aim your arrows at the moon, you might not hit it, but at least they won’t end up lost in the underbrush.”

Organization And Preparation

Assuming you've identified your life's objective and have your star to aim for.

The next crucial step is to organize for action. Success doesn't come from chaotic, random efforts. You need a well-thought-out plan—a blueprint. With this plan in hand, proceed to build diligently and consistently according to your design.

Charles A. Lindbergh, a young pilot in the government mail service, one day set his sights on the daring ambition of flying solo across the Atlantic Ocean. From that moment, this goal became an irresistible force, drawing all his thoughts and energies toward it. His initial excitement transformed into meticulous preparation, which ultimately culminated in his historic flight to Paris.

Much of the success of Lindbergh's historic flight can be attributed to his intelligent planning and meticulous preparation. It was the quality of his preparation that provided him with the confidence that he would achieve his goal.

Similarly, Clay Hamlin's experience in the life insurance business serves as another exemplary illustration of what organized and well-planned action can accomplish.

Clay Hamlin, initially a bookkeeper, became captivated by the life insurance business. He secured an agent's contract with a reputable company but struggled to generate enough income to support himself and his wife.

As a result, he returned to bookkeeping to save more money, planning to re-enter the life insurance field as soon as possible. Hamlin was convinced that life insurance was his true calling, driven by its compelling advantages: independence, control over his time, the freedom to choose his clients, unlimited earning potential, and a chance to provide vital service to his community.

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These elements aligned perfectly with his vision for a fulfilling career.

After saving enough to support a modest budget for a few months, Clay Hamlin re-entered the life insurance field. Yet again, he struggled to earn enough to cover his expenses, forcing him to leave the business for a second time.

Undeterred, Hamlin was determined to succeed as a life insurance agent. He approached his former general agent, asking for a third chance. Although impressed by Hamlin's relentless determination, the general agent was initially hesitant. Eventually, he agreed, provided that Clay, with his wife's full support, committed to a strict and demanding schedule:

1. Wake up at 6:30 AM. Spend 30 minutes reading the prescribed business and recreational material.
2. Perform setting-up exercises, followed by a bath.
3. Enjoy a substantial breakfast with a varied menu, including fruit and typically one hot dish.
4. Walk to the office, arriving by 8:30 AM.
5. Discuss the list of prospects with the general agent.
6. Leave the office at 8:45 AM, make calls, and use the sales techniques suggested by the general agent.
7. Meet with the general agent at 1:15 PM to review afternoon prospects. Begin work at 1:30 PM and continue until 5:00 PM.
8. Return to the office and select 25 prospects for the next day. This list must remain unchanged the following morning.
9. Work four nights a week.
10. Join and actively participate in two civic clubs chosen by the general agent.

From that day forward, Clay Hamlin found success in the life insurance business. He adhered meticulously to every detail of his rigorous schedule, which eventually became second nature. His dedication transformed him into one of the all-time greats in the field, achieving an impressive seventeen million dollars in life insurance sales in a single year.

The key to Clay Hamlin's success lay in his disciplined schedule of purposeful daily activities. It wasn't just having a compelling goal that mattered; Hamlin had to systematically organize himself and adhere to a strict regimen of proven success strategies. This structured approach, long recognized as the path to success in life insurance sales, was crucial in establishing his work habits and achieving remarkable results.

In planning and preparing to achieve a meaningful goal, it's crucial to consider how we are perceived by others. The impression we make on people we interact with can significantly influence our success. Psychologists emphasize that first impressions are critical.

Here are some key personality factors that can help in making connections and advancing in life:

Cleanliness and Neatness

These are essential for creating a positive first impression. According to a survey by the Office Executives Association, while competence is paramount, appearing clean and neat gives you an edge in job applications and all types of interactions—be it business, public, or social.

Always be well-groomed: shave daily, keep your hair trimmed and neatly styled, ensure your fingernails are clean and trimmed, and use deodorant when necessary.

Clothing should always be clean, pressed, and well-fitting. Each piece, from garments to accessories, should harmonize in taste and be suitable for the occasion. Consulting a skilled clothier can offer valuable guidance in achieving this.

In regard to apparel, Shakespeare gives this sage advice:

“Costly thy habit, as thy purse can buy,

But not express'd in fancy; rich, not gaudy;

For the apparel oft proclaims the man.”

A Friendly Smile is Invaluable

A genuine smile can work wonders; it dissolves tension and makes people feel at ease around you. Cultivating the habit of wearing a smile can have a transformative effect on your interactions.

Henry Ward Beecher, the esteemed American clergyman and writer, beautifully captured the essence of a smile: "Nothing on earth can smile but man. Gems may flash with reflected light, but what is a diamond flash compared to an eye-flash and a mirth-flash?"

Flowers cannot smile; this is a charm that even they cannot claim. It is the color of love, cheerfulness, and joy. It is the light in the windows of the face, signaling that the heart is at home and waiting.

A face that cannot smile is like a bud that cannot blossom and dries up on the stalk. Laughter is the day, sobriety is the night, and a smile is the twilight that gently hovers between them, more enchanting than either."

Speech Habits

Good speech habits are invaluable for making a positive impression on others. A pleasant tone of voice is a significant asset, while clear and distinct enunciation plays a crucial role in fostering confidence and respect.

A prime example of how one can achieve remarkable improvements in voice through intelligence, determination, and perseverance is the case of Demosthenes, the renowned Greek orator.

Despite struggling with a stutter, weak lungs, and a harsh voice, Demosthenes transformed his speaking abilities through rigorous training. He practiced speaking with pebbles in his mouth along the seashore to overcome his stuttering, strengthened his lungs, and ultimately developed a powerful voice that captivated and influenced the entire Greek nation.

Your Mannerisms Matter

Poor mannerisms can be a significant hindrance to otherwise exceptional individuals. Facial grimaces and awkward physical habits are detrimental but can be overcome with intelligent effort and determination. Just as Hollywood has transformed many a clumsy country boy or truck driver into a charming actor, so too can deliberate practice and self-awareness refine one's personal presentation.

A psychologist offers this insightful advice: "To develop a socially effective and charming personality, one must shed inherited and incidental traits that hinder social grace. This includes addressing (facial grimaces, gait, voice mannerisms, and even the way one handles everyday tasks like eating or dressing).

"It is unfortunate that the meticulous training in facial and bodily expressiveness, which transforms an ordinary individual into an actor, is not universally accessible. Such training should be a fundamental aspect of education.

"Just as a painter perfects their technique to create an artistic portrait, we should strive to refine the 'living picture' we present to others, rather than leaving it to chance or amateurish effort.

For those struggling with notably poor personal habits, seeking professional guidance from agencies specializing in personal poise and manners, or consulting recommended books at local libraries or universities, can be highly beneficial.

Desire

Having a life objective and a plan to achieve it is not enough on its own. What truly matters is the intensity of your desire to reach that goal. You must have a burning passion, a fierce determination, and an unwavering commitment to see your plan through to completion. This relentless drive and perseverance are what turn a well-crafted plan into tangible success.

HOW TO BREAK YOUR SUCCESS BARRIER

Many people talk about having goals and aspirations but fail to take meaningful action. They dream of success but often lose interest and determination when faced with the true cost of achieving it. What they lack is a genuine, burning desire—a real willingness to fight for their dreams.

Consider the epitaph on the tomb of Joseph II of Austria in Vienna's royal cemetery: "Here lies a monarch who, with the best of intentions, never carried out a single plan.

" Joseph II's failure was not due to a lack of good intentions but rather a lack of the compelling desire needed to drive action.

In 1920, a 22-year-old World War I veteran from the hills of West Virginia walked into the Washington, D.C., office of the Burroughs Adding Machine Company seeking a job.

When asked why he thought he would succeed, he simply replied, "I've got to succeed." This young man, John Strider Coleman, began as a \$35-a-week junior salesman and, by 1946, had risen to become the president of the company. His success was fueled by an intense, unrelenting desire to achieve his goals. He possessed a fierce "desire" to succeed and was prepared to invest the hard work and persistent effort necessary to reach the top.

During recent years, many of America's great athletic coaches have stated unequivocally that "desire" to win has often been the difference between victory and defeat.

Charles Burnham Wilkinson, popularly known as "Bud" Wilkinson, football coach at Oklahoma University, one of the winningest and finest coaches in the business, and now in charge of President Kennedy's youth fitness program, says: "To win in football you must have boys who want to excel."

Branch Rickey, one of the greatest baseball managers in the history of the game, once said: "Give me a man with a will to win, and I'll make a champion out of him."

HOW TO BREAK YOUR SUCCESS BARRIER

I have seen it happen time and time again, in football, basketball, golf, tennis, and in many other sports, that “desire” — giving every bit of everything to win — made the noticeable difference between victory and defeat.

To illustrate the point that one will never achieve a worthwhile goal unless he desires it enough to really struggle for it, a sales manager put on a very dramatic show before an annual meeting of his salesmen.

The question had been asked: “What must I do to achieve my goal for the year ahead?” The sales manager asked his assistant to fetch a pail of water and then summoned the questioner to the platform. With a serious demeanor, he directed the salesman to kneel and put his face in the water.

The salesman, somewhat uncertain, complied.

Then, the sales manager pressed the salesman’s head into the water and held it there firmly until the salesman began to struggle vigorously to free himself.

Locking eyes with the bewildered salesman, the sales manager said, “You must want to achieve your goal and be willing to fight for it with the same intensity you showed trying to get your head out of that pail. It was a matter of life or death. If you fight with that level of determination, you’ll hit your quota in the coming year.”

Perseverance

“Thomas Carlyle once remarked, “Perseverance is the very essence of all virtues. Most of life’s failures are not due to a lack of talent, but rather to a wavering and aimless application of it. Even the smallest brook, by persistently flowing, can carve out a significant valley for itself.”

Perseverance is a virtue, and nothing of real value in life is achieved without it. Life is replete with challenges, disappointments, setbacks, and, perhaps most notably, the demoralizing tedium of endless daily tasks. Every profession has its “chores,” and only steadfast commitment and dedication to a motivating purpose can overcome this relentless enemy of success and happiness.

HOW TO BREAK YOUR SUCCESS BARRIER

This was vividly illustrated by Robert J. Spooner, a distinguished life insurance agent and member of the Million Dollar Round Table of The National Association of Life Underwriters, during a talk at the Cincinnati Life Underwriters' Association in March 1961.

Spooner recounted a journey from Appleton, Wisconsin, to Milwaukee with one of the most successful attorneys in Appleton, a lawyer with a schedule packed weeks in advance.

As Spooner drove, the busy lawyer relaxed, slipping off his shoes and settling back. He spoke about the relief of having two uninterrupted hours to unwind while traveling to Milwaukee.

The attorney then began to elaborate on a recent case he had won in court. He shared how, for five days, he had isolated himself in his office, cutting off all visitors and phone calls, having his lunch delivered, and working twelve-hour days to prepare for a case that ultimately lasted just one hour in the courtroom.

His reflection was that life is approximately 85 percent drudgery and only 15 percent joy or satisfaction. Success, he suggested, involves enduring significant unpleasantness to earn those fleeting moments of achievement and contentment.

Johnny Weissmuller, the renowned American swimmer and iconic Tarzan of the movies, was a frail and emaciated boy at eleven. His doctor offered him a slim chance for improvement through exercise, specifically swimming.

With no natural talent for swimming, and parents who were unable to swim, Johnny was initially afraid of water. Yet his desire for physical well-being drove him. Through relentless, challenging, and often monotonous exercise, coupled with indomitable persistence, he transformed himself into a model of physical fitness.

Mary Martin, now celebrated as one of the greatest actresses, faced early discouragement from a producer who told her, "I'm afraid you have no talent for the stage, Miss Martin. My advice is to stay home and keep house."

HOW TO BREAK YOUR SUCCESS BARRIER

" Mary Martin's rise to stardom was the result of her unwavering determination and the relentless pursuit of her goal through countless hours of practice, despite the initial setbacks and doubts.

Barbara Stanwyck, another celebrated actress of her era, faced considerable frustration before landing a contract. She endured ten screen tests before achieving success, demonstrating an unyielding spirit and determination.

Booth Tarkington, a distinguished American author, persevered through five years of rejections before selling his first manuscript. His resilience in the face of early setbacks eventually secured him a revered place in American literature.

Admiral Robert Peary, despite his relentless efforts, did not reach the North Pole until his eighth attempt. His unwavering resolve and determination led him to achieve his goal after numerous failures.

Walter Hagen, a legendary golfer, finished fifty-fifth in his initial attempt at the British Open in 1920. Undeterred by his poor performance, he famously declared, "I'll be back." True to his word, he returned to win four British Open titles, embodying the spirit of perseverance despite early disappointments and challenges.

The late George Herman "Babe" Ruth, known as the "King of Swat," set an enduring record for home runs over his twenty-one-year baseball career. However, he also holds the record for the most strikeouts in the game's history. Rather than viewing strikeouts as failures, Ruth saw them as opportunities for growth and skill development. He believed that the remedy for a slump was to "keep on goin' up there, and keep swingin' at 'em."

In examining the lives of successful individuals across various fields, a common thread emerges: their unwavering persistence. Their triumphs are often attributed to their refusal to give up, their determination to keep striving.

HOW TO BREAK YOUR SUCCESS BARRIER

Consider how many talented individuals might have fallen short simply because they stopped trying one attempt too soon.

When James J. Corbett clinched the world boxing championship, he was asked to distill his secret to becoming a champion into one sentence. His answer was simple yet profound: “Fight one rounder.”

This spirit was evident during the critical battle at Chateau-Thierry in World War I. As allied lines began to falter, an officer rallied the troops with the resolute command: “Retreat, Hell! We just got here!”

Every successful salesperson knows that their most significant sales often came from that additional attempt. Scientists and inventors, too, understand that many breakthroughs result from one more try, embodying the same lesson of perseverance.

Jacob A. Riis, the esteemed public servant of New York City, spoke to the necessity of perseverance. He found inspiration in the relentless efforts of a stonecutter, whose consistent hammering eventually yields results, as he observed: “When nothing seems to help, I go and look at a stonecutter hammering away at his rock. Perhaps a hundred times without as much as a crack showing in it. Yet, at the 101st blow, it will split in two, and I know it was not that blow that did it, but all that had gone before.”

Failure, when faced with persistent effort, becomes a stepping-stone to success. Scientists and inventors acknowledge that failures vastly outnumber successes.

This reality is common across many fields. Take Eddie Arcaro, for instance, America’s leading jockey. With over 1,800 races under his belt and more than \$18 million earned for horse owners, he has only finished in the money about 20 percent of the time. Despite his losses, Arcaro remains one of the greatest jockeys ever.

Similarly, Hans Christian Andersen, the renowned Danish author of fairy tales, would not have achieved greatness without his perseverance. Despite a childhood marked by poverty, awkwardness, and a lack of support, Andersen persisted. His teacher once mocked his ambition, saying, “What rot are you slinging together now with your pen? You haven’t a trace of talent.” Yet Andersen’s determination led him to become one of the most celebrated writers in literary history!”

Despite his teacher’s harsh criticism, Hans Christian Andersen continued to write. Eventually, he presented some of his work to a publisher who offered encouragement: “Not bad. Keep trying. I’ll help you.” This support marked the beginning of Andersen’s journey to literary fame.

Former President Calvin Coolidge, known for his integrity and New England values, famously remarked on the power of persistence: “Nothing in the world can take the place of persistence. Talent will not do it; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan ‘press on’ has solved and will always solve the problem of the human race.”

Henry Austin encapsulates this sentiment with these stirring words:

“Twixt failure and success the point’s so fine
Men sometimes know not when they touch the line.
Just where the pearl was waiting one more plunge,
How many a struggler has thrown up the sponge!
Then take this honey from the bitterest cup:
There is no failure save in giving up!”

The Challenge And The Promise

Here, in a nutshell, are the core elements of a practical and achievable formula for success and happiness — the to fully harness and cultivate your physical, mental, and spiritual resources, you must embrace a purpose that not only reflects your talents but inspires them.

HOW TO BREAK YOUR SUCCESS BARRIER

Establish a well-conceived plan for action, foster an unwavering and intense desire to reach your objectives, and cultivate an enduring determination to persist. This is the challenge that lies before you. Approach it with genuine enthusiasm—remember Emerson’s wisdom: “Nothing great was ever achieved without enthusiasm.” Ignite your passion and get excited about the journey ahead; with earnest effort, you can achieve your goals.

Commence today! As Thomas Huxley aptly put it, “The great end of life is not knowledge, but action.” Positive action is the wellspring of enthusiasm. This is your defining moment! Face it with courage and resolve. Continuously remind yourself of your inherent strengths and resources, affirming: “I CAN, AND I WILL!” Embrace a positive mindset, and you’ll surmount all barriers to realizing your full potential.

Just as night yields to dawn, so too will your perseverance bring you the success and happiness you deeply seek.

This is the promise you hold!

HOW TO BREAK YOUR SUCCESS BARRIER

How does the emphasis on physical health in "How to Break Your Success Barrier" relate to your current lifestyle?

Consider your current physical health habits. What small changes can you make to start improving your physical fitness?

Reflect on a time when perseverance helped you overcome a significant challenge.

Recall a situation where your determination saw you through tough times. How did you stay motivated? How can you apply that same grit to your current goals?

Consider the role of spirituality in your life.

Think about how incorporating practices like prayer or meditation might enhance your personal growth and resilience. How can you make these spiritual practices a consistent part of your life?

Implement a Daily Exercise Routine

Follow the physical fitness advice from the book by starting with simple exercises like stretching and basic calisthenics. Gradually increase the intensity as you build strength.

Create a Lifelong Learning Plan

Identify areas where you want to expand your knowledge or skills. Enroll in courses, read books, or find online resources to help you grow. Create a study schedule that fits into your daily routine, making learning an ongoing process.

Journaling Prompt

Write about a time when you felt a strong connection to your spiritual self. How did this experience influence your actions and decisions? Reflecting on these moments can help you deepen your understanding of your inner resources.

Goal-Setting Activity

Based on the principles in the book, set three specific, measurable, achievable, relevant, and time-bound (SMART) goals for your personal and professional life. Break these goals down into actionable steps and outline a timeline for achieving them.

Practice the "Start Where You Are" principle.

What is important to me? Identify one area of your life where you feel stuck or stagnant. Develop a plan to make the most of your current situation and take the first step towards improvement. Sometimes, the biggest barrier is just getting started.

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