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THE SIX COMMANDMENTS OF SUCCESS

By E. C. BRISBANE,

Engineering Division, Chicago Office, Westinghouse Electric and Manufacturing Company.

1. No man should believe that the work he is doing is being done in the best possible way. Nothing is so perfect that it cannot be improved upon. The man who does things a little better is the one who succeeds.

2. Haste is the seed of discouragement and those who hasten are laughing at efficiency, which will surely result in discouragement.

3. One of the reasons why American business men in general are not as efficient as they might be is the fact that they invariably think of profits first, with quality and service taking the secondary position.

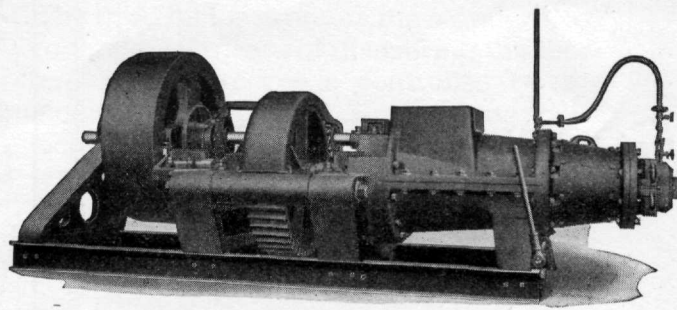
4. If men are doing work worth their effort the things they do require all of their brain power and initiative and thinking about money and profit will seriously impair their efficiency and ability to succeed.

5. One thing that this world lacks is faith. We haven't half enough of it. Most people are always saying, "I can't," when they should be saying, "I will," and "I won't stop trying until I have."

6. Fear is a great disease which undermines the initiative and ambition of man. Most men are entirely too confident of their ability to fail. If they were as confident of success, they would surely succeed.

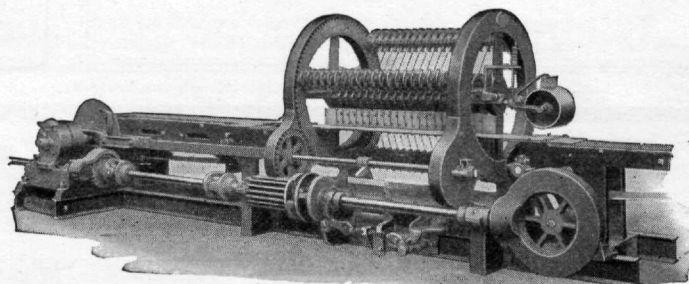
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