

THIRD MONTH'S WORK

This month's work is going to show a great increase in my efficiency. I could hardly have believed that I could be such a changed man in such a short time. Old habits have been kicked to the winds, and new and better ones have come to stay in their place. I weigh myself on the scales and find that I am still 150 lbs., but my weight in the world has been manifestly increased on those unseen scales—known only to efficient people. I shake hands now with a little less bravado, and no fishiness. I can look a person straight in the eyes now without saying in my mind, "I'll bluff him into thinking me strong." In fact, I've got the beginning of SUCCESS in me.

My work, then, for this month is as follows, for I now need not go week by week any longer:—

If I am not late this month for a *single* appointment, or if I do not forget a *single* important duty, I am entitled to five marks for Promptitude.

If I pray to God every day with a distinct, sincere, daring trust in His help, I am entitled to five marks for Religious endeavour.

If I do not brood upon other people's success, or envy those richer than myself, I am entitled to five marks for optimism.

If I do not tell or listen to any obscene stories or jokes, I am entitled to five marks.

If I do not indulge in any besetting sin, such as excessive drinking, excessive borrowing, gambling or sensuality, I am entitled to five marks.

If I do not speak meanly about anyone during the month, I am entitled to five marks for tact.

My new work for this month will be:—

1. More extra work at lectures or at business books, at least three hours a week, ten marks.