



The Need to be Great -- PDF #1

The Need To Be

GREAT

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Available from the author:
Meshech Chochma 27/3,
D.N. Modiyin 71919, Israel.
Tel: (8)-9741-285

Email: onfire@inbox.lv

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CONTENTS

INTRODUCTION

PART ONE

A FRIEND FOR LIFE

PART TWO

YOU AND YOUR WORLD

PART THREE

YOU AND OTHERS

PART FOUR

YOU

INTRODUCTION

A book wins approval when it accurately mirrors reality. I have tried to describe with this book, two realities. One is our life as we know it. The other is an ideal life – a life that can be ours if we will only want it.

All the character sketches in this work are part fiction, part fact. Even so, they are real. They reflect these two realities. While there are no figures in this book that I can point to and say ‘that’s Uncle Harold, or that’s little Ruth,’ this is only because I have not searched far enough or deeply enough to find them.

Maybe though, you know these people. Maybe they are one of your friends. Maybe you have met them in stores or on the streets. Possibly even, you see them within yourself.

|| PART ONE

A Friend for Life

CHAPTER I

You are not alone

Let me introduce myself. You know me somewhat, but not well. I would like to change that now. I want to show you who I am, and what I do. Once I do this, I hope you will look at me as a friend. Then – if you wish – we can do many great things together.

Who am I? What do I do? I live half within you, half beyond you. The part of me that is in you occupies what people call the unconscious. From here, I speak to you. I send you messages. These messages you think of as ideas, impulses. I make suggestions to you. You choose to follow or ignore them. I advise you. You decide whether you like my advice or not.

In addition, I exist beyond you, in the world around you. I am in the people you meet. I am in the celebrities you hear about. I am in books you read and music you enjoy. I am in plant and animal life. From

all around you, I send you messages. I show you different styles of living, different ways to conduct yourself. I bring you new things to look at, new things to admire – things you might even want for yourself.

An ideal

Everything you do, every word you speak, starts with a thought. This thought is a force. It has a power to make you act in a certain way. Even those thoughts that do not result in action, thoughts that just pass through your head, have an importance. They affect your personality in subtle but crucial ways.

What provokes such thoughts? There are a few such motivating forces. I am one of them.

Pictures

My job is to draw pictures in your mind. These pictures combine to form a portrait, a model of the person you want to be. You travel through life, and you collect such pictures. Step by step, you develop an image of an ideal person living in an ideal world. The values and goals of this image, of this model, are values and goals you need. They are the building

blocks of your ideal. Introducing you to these values and goals is my job.

For instance as a young child, you see a firefighter. He sports shiny boots and yellow helmet. Expertly, he kills a roaring fire.

This sight inspires you. For days afterwards, you play 'firefighter'. You destroy great infernos. You boldly save lives. This game, this fantasy is my work. Here I introduce you to qualities such as Bravery, Skill, Public service, etc.

Then, as you mature, I shuffle these pictures. I show you heroes who are more complex, more rounded, more human. I mix for you the features of a number of people – the competence of one colleague, the friendliness of another, the stamina of a favored sportsman, the appeal of a special teacher, the wealth of a top broker, the glamour of a famous artist.

To this, I add historical and even fictional personalities. I spice your view with insights from the natural world. The strength of the lion stirs you. The grace of the deer intrigues you. The beauty of a flower, the calm of a forest, the power of a storm, all enchant you.

A friend you need

In this way, I do more than paint pretty pictures. Rather, I give you and every other person in the world, an example to follow. I give you a goal to strive for and a dream to dream. I urge you to achieve more, more than you presently achieve. I push you to be more, more than you now are. I motivate you to keep trying. I feed you with a reason to live.

“One minute, what’s wrong with enjoying the moment, having fun? What’s so bad about eating and drinking, or telling jokes and sitting around?”

Having fun is important. You need it for your good health. It gives your day a special flavor. It makes life worth living. Still, reality tells us that fun is not always fun. Fun-seekers are often the saddest people you ever meet. Why? – Because it is no fun if you are no one. And even when you already are a ‘someone’, fun will not always satisfy you. You must move forward. Stay the same, and you get bored with yourself. Never grow, and you become sick of the world. If you have no conquests to conquer, no

mountains to climb, your parties will be all stale, and even desperate.

I must make it clear though, that I am more than ambition, more than a set of goals. I exist independently of you. Also, I am powerful. I have many abilities. I have a warehouse of gifts to give you, favors to grant you. I hope you will see this. I also hope you will understand that I am your friend – the best friend you will ever have.

Gain-pain

Sometimes your friends hurt you. This is true of me too. For when you do not do all that you can, when you stop trying, stop striving, I haunt you, I taunt you. Sometimes, even when you work hard, I annoy you; I abuse you. I plague you with thoughts of inadequacy and failure.

Not all your discomfort comes from me. But some of it certainly does. Still, while I hurt you, I do so for your gain, for your growth. For if you do not move on, if you do not progress, life really is dismal, depressing and dull.

Milton Wine has a vision. He sees himself as being a new world leader. He sees himself bringing peace and riches, success and happiness, to all earth's peoples.

In his reflections, Milton gives out food and medicine to the poor. He imports and exports industry and expertise from country to country. He urges progress. He fights laziness. He trains different ethnic groups to seek friendship, love, unity. He upgrades the level of justice and equity. He orders polite, clean, calm living. He destroys war.

Milton sits in a beautiful office – President of the World. A thousand assistants surround him. This is his operation station. It floats like a spaceship. Within minutes, Milton visits any country he chooses. Once there, he speaks face to face with nations and their leaders. He instructs them. He inspires them. He builds them.

This is Milton's dream.

Milton does not speak to his family or friends about his dream. They would think him childlike, naive. They would laugh. But Milton does not discard his reflections either. He believes they have a power. He accepts that they are a part of his self, his destiny. He knows that they give his life direction.

Therefore, Milton holds onto his vision. He treasures it. From time to time, he takes it out and reexamines it. He adds new details and subtracts others. He adjusts and

adapts it. He enjoys it. Someday, someday soon, he will realize this marvelous dream.

CHAPTER II

The game

Look how excited people become over games. This applies not only to games they play, but also when they simply watch. What makes games so exciting?

The answer is winning. Winning is the flavor, the fun of games. Winning is what makes games sparkle. The players try harder. The crowds shout louder. The competition becomes keener. Everyone is more alive.

Conversely, what makes life tedious? What makes study dull? What makes work boring? You must say the same answer as before – that there is no prize to win, no competition to beat, no goal to reach.

But, one minute, this is not true. People study and work for a reason. This reason is their goal. This is the dream they dream and hope to realize. They toil to win. Why then are they not excited?

You must say, that while they have targets, hopes, dreams, schemes, they are not actively aware of them. They do not focus on them. They do not see themselves as winners or losers. They sometimes even forget why they are working at all. As such, their labors become a hard, heavy burden.

Bring me in

This then, is where we can work together. Let me point you towards outstanding achievements. Let me parade before you exciting exploits. That is my part of our deal. Your part is to strive towards them. I will supply the idea. You hold onto it, remember it, focus on it. I will toss you the ball. You run with it.

See how every step of every day leads you towards your dream. This will make that step vital, important, exciting. This is true whether you are waiting for a bus, paying a bill or washing your feet. It is true whether you are selling goods to a customer, listening to complaints or entertaining a child. It is true whether you are toiling in the heat, suffering through a long meeting, or hitting your head against a wall. Any situation can be thrilling. Just give it meaning.

Let me make life more interesting for you. Let me boost you. Listen to me, and you will reach your dream in a faster, smoother, easier way. Let me encourage you. Hold tight to me. We can fly.

At the top

Look at outstanding players play. Watch super sports people perform. You will notice that they focus totally on their game. They look only to their target. All their attention is to their goal, and they totally ignore the crowds. This is what makes them stars. This is how they excel.

Top players, whether they are in commerce, academics, music or sports, dedicate themselves. This dedication helps them shoulder many burdens. It turns a long, dull, distressing chore into an easy act. Their job does not bore them. They see how it brings them closer to victory – and they fulfill it with joy.

Let me, I beg you, enter your conscious thought. Know me. Examine me. Meditate on me. Let me change your life forever. I can alter your entire life in a delicious, energizing way. I can make it better than it ever was before.

Lara Hill was quite indifferent about school. She held her own somewhere between halfway and the bottom of the class. Doing well in lessons, homework, tests, was just never important to her. Being at school at all was never important to her. One day a talk with Dad changed this.

“I’m sorry to tell you,” said Dad, “that the day you finish school, I stop signing the checks. I cannot afford a higher education for you. So, you had best start thinking what type of job you want.”

“Oh no,” Lara thought, “I don’t want to go to work at seventeen. I want college, and culture, and good times. I want new horizons – horizons beyond my family’s dull, dreary lives. What will I do?”

So, Lara wrote to the schools for a scholarship.

“What I need,” she told herself, “is not an ordinary grant. I want a super-grant. I want a grant that pays for food, lodging, clothes, books, and gives me pocket money!”

Lara threw herself at her studies. This was difficult, especially at first, but she focused on her goal. Whenever, she felt tired and discouraged, she trained her thoughts on that grant – the grant she knew would be hers.

Lara pitched into her classes. As she did so, she discovered within herself new talents and strengths. She could think. She could write. She could invent. Moreover, she began to enjoy school. As she dug beyond the shabby,

ragged surface of her program, she found material that fascinated her, that absorbed her. She saw shining lights, a glittering genius. She learned to love her work.

Lara Hill won the grant of her choice.

CHAPTER III

All you want

Know though that setting goals is not easy. It is not as simple as you think it should be. Why? Because there is a gap, a rather large gap, between what you think you want, and what you really want.

Imagine that you need to get home. So, you board a train and travel three hours to the South. Then you discover that you should have traveled three hours to the North. You are now six hours away from your true destination. It comes out, that you would have twice as well off, had you done nothing at all.

Similarly, you may labor daily for what you assume will make you happy. Then you discover twenty or forty years too late, that it was not what you needed. It was not what you wanted. You did not work towards that which could really make you happy.

Careless

People are careless about setting goals. As such, they mostly get them wrong. “If only I was good-looking,” they say. “If only I was rich,” they sigh. “If only I was handsome, and rich, and a good joke-teller – then I would have it all.”

“Of course,” they add, “I also want to be good and decent. I want to be caring, and loving towards others.” With all this, they remain wrong. They attach big importance to small items, and small importance to the big items. Worse still, they forget the big items completely. They are like the little boy who went shopping for his mother. The only thing he remembered to buy was the ice cream.

Give people every item on their wish list. Then visit them in six months’ time. Question them carefully. You will see that they still lack more than half of all they want.

Hungry

What then do you want? What is it you really need? This is to realize your potential, your full potential. You do not want just one aspect of who you can be, one

face of your personality. You want the full range of all that you really are.

To realize your potential, you have to find your true self. For if there is any part of you that you can enliven, that you can excite, and you do not do so, you remain troubled. If you have inner needs and you fail to feed them, you are hungry. Ignoring these needs only makes things worse. As long as you do not attend to them, you will remain hungry. You will remain frustrated, bitter, even angry.

Miserable hero

Larry Forman worked hard to become a champion. He devoted himself, he toiled – and he reached his every target. Now, at forty years old, his coaches tell him that his sports career is over.

“But I’m a young man,” Larry protests.

“A young man, yes,” they tell him, “a champion, no.”

Where does Larry go from here?

“Well,” he tells himself, “I saved my winnings wisely, and I am wealthy. I can enjoy my retirement in comfort. But retirement is not what I want. I am a doer, an achiever. I can’t just sit back and sip beer. My older years are also a part of my life. What will I do with them?”

Larry worked for many years. He labored for a specific target. He excelled. He became the star he wanted to be. Still his efforts did not lead him to where he wants to be. Larry must look now for other goals, new goals. In a sense, he must start from scratch.

Go-getter

Jane Nash is a financial wizard. At work, she has the Midas touch. All she touches turns to gold.

“Your future is bright,” they tell her, “and getting brighter all the time.”

Still, Jane is not happy. Not even half as happy as she thinks she should be.

Sure, she has the material trappings of the young and rich. She has a fine husband, handsome children, lively friends. She lives in a fashionable house. She wears exquisite clothes, elegant jewelry. She drives a choice car. She socializes, plays sport, and is popular.

Why then is Jane not happy?

Jane has needs that are not being met. She is hungry for something. This hunger hurts. She has ignored this hunger for many years already, but this does not help

her. It will not pass away. It will not disappear. It must be satisfied.

But, there is a solution – and I have it! I can help Larry and Jane and every other kid in town to live happy, harmonious, humming lives. Stay with me and I will tell all.

I must warn you, it will take a little explaining, a little study, to hear my message. Once you hear it though you will see that I am truly the best friend you ever had. In the meantime, and for me to succeed, you must take me seriously. My voice is soft and quiet. So, you must listen carefully.

CHAPTER IV

An enemy

I must tell you something else before we go on. This is that there is another force in this world with similar strengths to mine. But, unlike me, he is your worst enemy. He poses a danger to us all.

Of course, he loudly denies what I have just told you. He will tell you with all sincerity, that he has your best interests in mind. This too is one of his tricks. He is a liar and a cheat. He will gladly rob you of everything you own.

Still, handle him correctly, and he can be extremely useful.

Slave-master

Who is this underhanded character, this foxy foe? I call him SLAVE-MASTER. The reason for this is simple.

When you stay on top of him, he is your slave, and he serves you. When however, he dictates his wishes to you, when he commands you, you become his slave. You serve him.

You need to control SLAVE-MASTER. If not, he will control you. Do not let this happen. For should he become your master, should he enslave you, he will degrade you, disgrace you, and ultimately destroy you.

Desire and lust

SLAVE-MASTER is a force that dwells inside you. He takes the form of desire and lust.

Like every animal, humans have a survival instinct. They search for food and shelter. They fight or flee from predators. They create homes for themselves and fill them with family and friends.

However, unlike every animal, food, leisure and other sensual acts do not satisfy their human desires. On the contrary, the more they fill them, the more they want. The more they indulge their physical, carnal hungers, the hungrier they become.

Animals living in the wilds, eat when they are hungry, and stop eating when they are full. With humans, this

rule changes. With their superior intelligence, they search constantly to fill their cravings in new, delicious, luxurious ways. Today, they may settle for a slice of bread, but tomorrow they want it with butter and syrup. Today, they may enjoy a hunk of meat, but tomorrow they want it with fried onions and mustard. Then, even when they have butter and syrup on their sandwiches, and fried onions and mustard around their steaks, they are not happy. So, they continue to search for new, exotic pleasures.

This is not only true with food, but with every material and emotional need. If they have money in the bank, they want it doubled, and doubled again. If they have good houses, they want them to be larger, grander. If they have lovely wives and charming husbands, they want them to be more stunning and glamorous. If they have audiences of a hundred, a thousand, they want them to be ten thousand, a million.

The problem

“Well, what’s so bad about this? Surely you also spoke loudly in praise of ambition and striving, just a short while ago?”

The problem is that the more people feed their desires and lusts, the smaller they become.

When people act with greed, with selfishness, when they grasp, snatch, squabble like beggar children, when they snarl, spit, shriek like alley cats, they degrade themselves. They act in small, stupid ways, and they become small and stupid. Their stature shrinks and shrivels, decays and dissolves. They lose their dignity and pride. They forfeit their glory.

Swim or sink

SLAVE-MASTER plays an important role in your life. If he were not to tell you that you were hungry, you would die of hunger. If eating food was like eating foam rubber, like swallowing beach sand, you would stop eating. You would lose strength. You would become weak and sickly and fade away.

SLAVE-MASTER however, gives you an appetite for food. He adds flavor and aroma to all you eat. He excites your taste buds and tugs at your salivary glands. Thanks to him, you eat.

But SLAVE-MASTER'S ambition stretches beyond your survival. His fondest wish is to addict you to the joys of

eating, to transform you into a compulsive eater, a glutton working his way through mountains of meat, wading through swamps of sauces and sweets. He wants you to think all day of food, to dream and meditate on it, to drool and slobber over it. He wants you to eat until you burst. He wants you to ruin your life in pursuit of this lowest animal urge.

Similarly, SLAVE-MASTER tries to rule you with all your physical and emotional needs.

A little wine is healthy and pleasurable, but he wants you to be a drunk.

Drugs have tremendous healing properties, but he persuades you to be a junkie.

Love-making enriches your emotional life, but he urges you to become a pervert.

In every area of your life, SLAVE-MASTER seeks to spoil your life, to ruin you. You want to earn a living, to relax, to have fun. You want to gain acclaim, fame, to maintain your health and beauty. He looks to contaminate you, to corrupt you.

There are three modes of consuming, of taking from this world. The best of the three is when you take only what you need, the vital minimum. Second to this is

when you permit yourself 'just a little more' – this is the area of allowable surplus. Third and worst, is when you indulge every lust and desire. Then you fall into a sewer of ugly, evil excess.

For your own health and well being, you need to maintain restraint and control. SLAVE-MASTER however, prods you to greed and gluttony.

Master of the master

Control SLAVE-MASTER, and he is a true, trusty servant. He helps you. He supports you. He promotes you. But, fall in love with his charm, his allure, and you become his slave. You lose your freedom. You surrender yourself to an animal. You commit suicide.

Bill Carroll walked through his forest. He liked to stroll after his heavy lunch, and he liked his forest. He did not spend much time in his mountain resort, so when he could get away, he took advantage of the opportunity.

Bill Carroll felt especially good that day. He had spent the morning thinking how he surpassed his millionaire father in so many ways. While he had not quite matched the old man's fortune, he certainly topped him in his standard of living. An army of servants and services attended to Bill's

every wish and desire ... and Bill certainly knew how to live richly, royally.

Suddenly, he noticed a man, sitting quietly under a tree, gazing at the view. His clothes were strange, but his face was serene, dignified.

“Who are you?” Bill demanded. Bill was normally polite, but this was his property. Surely, he could know who walked it.

The man looked slowly at Bill. Then, looked off into the distance and answered, “I am your master’s master.”

Bill was a strong man. Still, the man’s words struck him forcefully. It took him a few moments to calm down.

“Are you trying to insult me?” asked Bill, narrowing his eyes. “What are you saying?”

“I am saying,” said the man, “that you are a slave to your lowest urges, your animal desires. You yield to your every wish. You obey your every whim.

“I, on the other hand, control my desires. I am a master over my lusts, my passions. This makes me a master of your master.”

CHAPTER V

Greatness

“Well, you’ve made a great deal out of what a good friend you are and how much you can help me. You have also told me about your competitor, SLAVE-MASTER. But you haven’t told me who you are!”

Until now, I have been shy of attaching a name to myself. The reason is that I am afraid you might misread me. I especially do not want you to laugh at me. Still, I must expose myself, and I will do so. Only please, I beg you, take me seriously. This is bigger even than ten million words can describe.

My name is GREATNESS. My design, my function is to give you greatness – true greatness, real greatness. I feed you greatness; I clothe you with greatness; I satisfy your ‘need to be great’.

Follow me, and you will grow. I will give you wealth and power wider than the oceans, heftier than mountains, richer than rubies, sweeter than fruit and honey. I will give you the nobility of kings and queens, an excellence that no one can touch, that no one can take away from you. I will give you greatness that is yours and only yours, the dearest possession you will ever have.

Be great, and you gain satisfaction. Be great, and you gain serenity. Be great, and you gain success. You taste a success beyond anything you have ever known.

Towards greatness

To become great is different to buying a car or a coat or a candy. This is because when you buy a car, you have a car. You buy it once and it is yours. But greatness is limitless. There are ever-new levels to achieve. As such, it is the best target of all.

When you strive to reach a certain goal and then you reach it, your striving must stop. You cannot pursue what you already possess. This inability however, is a great loss, a tragedy. It robs you of your highest pleasure.

Imagine you have a tremendous thirst. You have spent many hours toiling under a sizzling sun. You have sweated hard. Now you are as dry as desert sand. Your body screams for water.

Just as you feel you might faint, you receive a glass of frosty water. Look how it glitters, like a diamond. See its clarity, like crystallized light. Feel its coolness, fresh as a summer breeze. Listen to its music, the icy cubes that tinkle against its sides. Then drink, and drink, and drink. Is this not an ultimate pleasure?

But a great disappointment awaits you. For once you quench your thirst, once you remove the ache, the pang, the scream, the water loses its heavenly flavor. The glinting, glimmering goblet you held, becomes a finger-stained piece of glass. The water in it, is now just water – plain, tasteless, everyday water. The pleasure has gone.

What you need is a constant craving – a thirst you can water without ever being filled, an enjoyment that goes on and on. Can such a thirst exist? Yes, it can exist. It does exist. It is your thirst for greatness.

This thirst, this need for greatness, is a gift. But you must cultivate it. I can introduce you to greatness, but

you must make it your goal, your dream. You must focus on it, meditate on it, internalize it.

Take this gift. Hold it carefully, consciously, as you would hold a gold bar or a pouch of pearls. Follow the path to greatness. Seek greatness. Pursue greatness. Make greatness yours. Be a great person.

Saul Bick is a master carpenter. His every item of furniture is a work of art. Saul has been producing his pieces for many years, yet he continues to work with a passion. He seeks always to create more flawless, exquisite, ethereal products.

The experts acknowledge Saul to be a leader in his field. His pieces fetch princely prices. Yet, Saul has little interest in wealth or fame. His mind focuses on harmony. He wants to create furniture that mirrors the grandeur of the forests. He concentrates on producing works that have the delicacy, the intricacy of the great symphonies. He toils over them that they may reflect the strength and solidity of the mountains, the glory and majesty of the seas.

This does not mean that Saul is unhappy with the work he has already produced. He also enjoys the publicity and payment his labors earn him. Still, he longs to produce better pieces. This craving, this love, is a fire that pushes him ever further along a path of creativity and invention.

Saul Bick strives for greatness.

CHAPTER VI

Shifting horizons

The beauty of pursuing greatness is that the horizon forever changes.

Stand at # 14 Northfield Avenue, and you can see all the way down to # 55. After that the road twists and is lost from sight. Stand at # 55 Northfield Avenue, and you can see all the way down to # 99. After that the road twists and is lost from sight. Stand at # 99, and you can see all the way down to # 147...

It is the same with greatness. When you are small, you have a certain vision of greatness. "This is great," you say. "Nothing else can match it."

If you make no move towards this greatness, this remains your viewpoint of greatness all your life. But when you move towards this greatness, when you

make it yours, you find suddenly that your perception changes. You see something new. You see something different. You see something you never before imagined.

This is the spiraling world of greatness. As you reach one level, you see a new one, a new horizon. And as you reach for this new greatness, again you see a new greatness. Your horizons keep shifting.

Is this not discouraging? Not at all. For the pleasure comes from filling your thirst – not from killing it.

A new you

One of life's great pleasures comes from finding something new – a new gadget, a new necklace, a new hotel, a new friend. The greatest of all these pleasures however, is discovering a new you. You experience your greatest joy when you renew yourself.

You are your working ground. You are your life. You work on yourself, and you reach your highest creativity. You work on yourself, and you draw out hidden strengths. Even as you work for others, you may improve yourself. Even as you earn your wage,

you make self-gains – you acquire new skills, new knowledge.

You explore, improvise, and your life changes. Your world grows more dynamic. It turns over. As you move towards new ground, towards expansion, you feed that deep hunger within you. You feed the hunger that stirs you, pushes you, agitates you, all the days of your life.

“I teach computers at the school,” says Sue Chilton. “This is my official position. But I use my classroom for more than computer science.

“Nearly all my students have one hang-up or another, and since my classes are small, I make time to go through their problems with them.

“Normally, we pick a topic like ‘freedom’, or ‘insults’, or ‘stuffy parents’, and work it through. The findings of these discussions are amazing.

“As we probe the topic, as we exhaust it, new issues open up. Unusual tracks of thought appear, and we crash through jungles of worries. Then, just as it seems that we are ending our search, a whole fresh area opens up before us.

“The kids get very excited when this happens, and skip and laugh through these new fields of thought. They gather armfuls of fresh, sweet suggestions...

“I have been holding these discussions for many years, but our work still moves me. The more I invest in these children, the richer our discoveries become. I even use the solutions we prepare in my own life...

“I get a special joy from watching these kids grow, seeing them turn from nasty, self-seeking brats into fine, sensitive people. I also get a special joy from seeing how I have grown, how I have changed from being nasty and self-seeking, into a person who feels and cares.

“Imagine how different my life would have been, had I learned this way in my teens.”

CHAPTER VII

Setting goals

Greatness is about reaching goals. However, greatness is a general term. You need specific targets. What should these be?

To be great has more to do with who you are than what you do. Still, it is 'what you do' that ultimately decides 'who you are'. Therefore, to become great, you need to plan carefully what to do with your life. You have to make planning a priority.

In 5, 10 years

A powerful tool in planning your future is this:

Imagine yourself in 5 or 10 years' time. This is not the pessimistic picture you see whenever you feel low.

Rather, this is how you would like to see yourself in 5 or 10 years' time, how you would enjoy seeing yourself in 5 or 10 years' time.

Imagine this with all the details. See yourself at home. See yourself in the garden, in the house, at your desk, in your kitchen. See yourself at work. See the type of work you are doing. See the people you work with. See yourself at play. See yourself with family and friends. Create a full picture of the person you would like to be. Form it with care. Shape it with love.

Three lists

Write down the ingredients of this picture. Do not hold back. For instance if you see yourself as moneyed, and driving a luxury car, write them both down. Although 'moneyed' includes the ability to buy a car, you want a clear, life-like picture. You want to launch your imagination. This in turn, will launch you on a path of real change. So, list everything. This is your LIST A.

Now, calculate the type of person you need to be to satisfy your hopes. Look here not only at education, skills or credentials. Look more at the type of person you are. And in seeing your person, look more at your personality traits than your physical features. For greatness depends more on the type of person you are, than what you look like.

Pinpoint these qualities, and write them down. For instance, if you see yourself as a leader, write down the traits that you need to be a leader – forceful, trustworthy, knowledgeable, etc. If you see yourself as a friend, mark down the qualities that friends have – loving, giving, supportive, fun.

Take every face you wish to wear – child, husband, wife, parent, teacher, tycoon, artist, author – and identify its features. Create accurate portrait of all the different people you want to be. Write down the qualities each one of these people has. This is your second list, LIST B.

Now, study LIST B, and from it work out what activities you should engage in, how should you spend your every day. What preparations should you make to build the person, to create the individual you wish to be. This is your third list, LIST C.

Think of the three lists as follows:

LIST A: Where am I heading – what do I want from life?

LIST B: Who am I – what sort of person do I need to be?

LIST C: What am I doing – how am I getting closer to my dream?

Len Chaplain has a terrific picture of himself in five years' time. He has a solid business – he and 10 assistants are producing the newest interior designs in the city. He has a pleasing, attractive wife and three cute children. He lives in superior suburbia, a wall-to-wall paradise of good taste and comfort. He has a group of good friends and they spend a few chummy hours together each week.

That is LIST A. Now for LIST B ...

As a good interior designer, Len needs to be a person who is sensitive to the moods and themes of the world around him. He understands human nature, and knows how to help others relax and feel happy. He works well with his workers and gives them orders that they can easily follow. He also leads by example, focusing on all that he does.

As a husband and father, Len needs to be caring. He gives time to his wife, listening and discussing her issues. He plays with his children, urging them to be the people they need to be. He enjoys his family, and celebrates their many achievements.

As a friend, ...

But one minute Len, before we get involved in lists B and C, we need to go back to LIST A, and make some changes.

To be great

Nowhere on Len's LIST A was there any mention of greatness.

This means that Len has devised a list that cannot lead to his happiness. He has a plan that cannot feed his potential, a recipe that cannot satisfy his hunger. Len has ignored this important truth of the human condition. He has disregarded a basic element he needs for life.

Len must rewrite his grand plan, and not forget that magical need, that source of all pleasure – his need to be great.

CHAPTER VIII

Different levels

“Okay, you tell me I need greatness. I need greatness to replace unhappiness with happiness, dissatisfaction with satisfaction. I need greatness to fulfill my potential. How am I supposed to be great?”

“And, before you start ... Who says I’m not great already. My friends tell me what a great person I am. Doesn’t this mean I have greatness?”

“I also want to know, with all this talk about greatness, do you want me to change jobs, careers? Do I have to be the president of the U.S. or the president of the world to be great? Aren’t you writing this book for everyone? We can’t all be world leaders!”

What is a ‘world leader’? If you define this as seeing your face on the first pages of the finest journals, then to be a world leader is definitely not for everyone. Also

to be a world leader then means you are famous, but not necessarily that you are great.

However, you can understand the term 'world leader' differently. You can say it is someone who contributes something unique to the world. He improves the quality of life for others. He inspires them to live at higher, happier levels. In this way, he 'leads' the world towards a new goodness, a new excellence. He inspires and takes them to new success. This is certainly great.

Great already

Your first question, 'am I not great already', is also important. Moreover, the question becomes stronger when you point to the fine, noble acts you do each day. Since these acts have some effect, some influence on others, you are already a leader.

You and every other person on this earth, have greatness within you. Many of the acts you do each day are kind, humane, virtuous. They are grand, glorious, even amazing. Many of your moments shine like suns. Still, greatness is a goal to strive for constantly, every hour, every minute. You have to reach out for new acts of greatness, new words of

greatness, new thoughts of greatness. You have to continually become a greater person.

The pursuit of GREATNESS is an ongoing task. There are millions of different levels. This however, is not your concern. You need to reach for the greatness that lies just beyond you, the greatness you just cannot reach.

Great acts

There are earth-shattering events that are great.

There are small everyday acts that are great.

There are people who hold important jobs. They affect tens, thousands, and even millions of others. They certainly do great things. Their greatness though is not a true greatness. It is the greatness of their positions rather than the greatness of great people.

Then there are great individuals, people who act in fine, high-minded ways. Such people stand straight, tall, with dignity. They are calm, certain, without dictating to others. They are in control of their selves, of their lives, but not arrogant. They are alert, active, looking always to learn new ideas. They are stable, content with their world. They are happy. Others

respect, admire and even love them. The greatness of such people comes from doing small everyday acts that are great.

Martha Sender is a woman of principles. One of her principles is she does not give gifts to beggars. She is happy to lend a cup of sugar to a neighbor. She will loan money to a friend, and even close an eye when the debt is 'forgotten'. But when it comes to beggars, her door is firmly closed. It offends her that such people should clutter the streets and annoy upright citizens. It annoys her that they do not look for jobs and live in an orderly way.

Last Tuesday, Martha walked her usual route home from the market. Her basket was a little heavier that day. She had decided to treat herself to some freshly baked tarts. These certainly would enhance the tea she planned to drink when she got home. Suddenly, she felt a tap on her elbow.

"Please Miss, I need some help, just a few coins..."

Martha turned with a stern expression, and saw a gaunt face. It was a face that looked hauntingly familiar.

"I know you from somewhere," Martha said. She fumbled in her purse for her glasses, but when she looked up the beggar had disappeared.

Martha returned home in a shaken state. The face she had seen was a face from her schooldays, the face of a best friend.

“Could she have fallen so low,” Martha wondered, “what could have happened to her? I remember her as such a cheerful, happy spirit. What has happened? Where is she now?”

Martha rethought her principle about not giving to beggars. It took a shocking event to help her change her mind. Still, the decision not to judge others, to look at them with compassion and concern, was her decision. It was her act of greatness.

CHAPTER IX

Add to yourself

What constitutes greatness? What makes you great? If you spend two minutes blowing up a balloon, you are you plus a balloon. You have invested two minutes of your time, of your life, into a balloon. As such, it is a part of you. You are everything you were earlier, and you are also a balloon. You are larger. You are greater.

Similarly, when anyone or anything receives of your energy, of yourself, he or it becomes a part of you. Give of your time and strength to a certain cause, and you expand. You become a part of that cause. Give of your focus, your concentration, to someone else. To some extent, you become that someone else. The more you invest in others, the more they are you.

But...

The problem with balloons is that they burst. Does this mean the two minutes you invested just died?

No, not if your balloon spreads a little joy. A balloon that makes a child laugh, is a balloon that lives on. A balloon that brings a smile to a teary face, is a balloon that uplifts the world. A balloon that infuses new hope into a sad soul, is a balloon that is great. If you give your two minutes to such a balloon, you have made a great investment.

Give your time to blowing balloons, and part of you is balloons. Give your time to planting a garden, and part of you is a garden. Give your time to caring for a horse, and part of you is a horse. Give your time to encouraging people. Plant your beliefs in them. Comfort them. A part of you then, is in these people.

Give yourself to others, and their success becomes your success. Give yourself to others, and their growth is your growth, their gain is your gain. The more you invest in others, the greater you become.

Investments

Where should you invest your time, your thoughts, your money?

It depends what return you are looking for. Do you want to make money? So, invest your time, thoughts and money into money. This is the way to make money.

Do you want comfort and luxury? Invest your time, thoughts and money into searching for comfort and luxury. Then you will find comfort and luxury.

Do you want greatness? Give your time, thoughts and money into becoming a great person. Then you will have greatness.

Mike Ross did not care too much for study. He was not looking for high-flying careers. So, when he finished school, he took the first job that attracted him. He became a bus-driver. The work was easy and pleasant. Mike enjoyed chatting with the passengers, and he felt he was helping others by getting them to work and school on time.

But over time, Mike became increasingly unhappy. He felt a deep dislike with where his life was heading, or rather, where it was not heading. He took some comfort in his

'after work' beer and newspaper, but he knew that this was a refuge, an escape from his gloom.

"What's wrong, Mike?" a friend asked him.

"I don't know," answered Mike. "The job is good. The pay is good. My family is all well. My home is comfortable. There is more than enough going on in my life, more than enough to keep me busy..."

Mike has many fine qualities. One outstanding trait is that he is satisfied with his lot. He is not crying over the size of his house or the model of his car. He is not complaining about problems within his family. This we can admire.

Still, Mike needs something. That something is a mission, a goal he can strive for, a future that is bigger than his present. Mike needs a greatness he can grow into, a glory that is all his.

Mike has a strength he is not using, a vigor he could be exploiting. Maybe a weaker member of his family could benefit from a particular talent of his. Maybe a local school or club could gain from special skills and abilities that Mike has.

Think, Mike. Think. Look for a way to realize your greatness.

A grave affair

A yardstick for greatness is the tribute you will receive at your funeral. What will they say about you? More important yet, what will they not say about you?

This yardstick is a guide. It tells you the type of greatness you should work towards, the goals you should list in your plans for the future. You can extend this idea further by imagining a news article or even, a biography of your life. What would you like others to write about you? What are the highlights they should point to? Make these reports and descriptions your target.

No one at your grave will say what an elegant house you lived in, what handsome clothes you wore. They will not mention how comfortable your armchair was, or how much cheese and pasta you ate.

They will however, mention that you were a loving husband, wife, parent. They will say that you enriched the community, helped orphans and widows. They will comment on how you strove to clean the world of abuse, poverty, ignorance. They will cite how you toiled to increase human dignity, tolerance, peace.

If you blow up balloons for your own pleasure, they will not speak of this at your gravesite. But if you blow up balloons to give happiness to others, they will engrave it on your tombstone.

Strive for greatness, and help them write that tribute now.

Part 1, in short...

(i) The visions of greatness you see in your mind, the dreams of glory you dream, are a force. They help you set goals. They help you keep growing.

(ii) Set goals for yourself. Focus on reaching them. This will make your life more meaningful and exciting.

(iii) You achieve little, and even move backwards, when you chase the wrong goals. Know clearly which goals will lead you to happiness and success.

(iv) Do not let SLAVE-MASTER, the force of lust and desire, rule you. You must feed your physical and emotional body, but this is not an end in itself. It is only a means to keep you healthy and fit.

(v) Your true need – once you have food on your table and a roof over your head – is the need to be great. Moreover, it is a goal you can strive for all your life. Therefore, make GREATNESS your goal.

(vi) When you move towards greatness, your view of greatness changes. It develops. It expands. Thus, it is a goal that forever challenges and energizes you.

Work on yourself, and reach your highest creativity. Draw out hidden strengths. Explore, improvise, and

your life changes. Move to new grounds, and feed that deep hunger within you – your need for greatness.

(vii) How would you like to see yourself in 5 or 10 years' time? Make plans to reach this dream. To do this you must know (A) what you want from life, (B) what sort of person you need to be, and (C) how you need to spend your time. Make sure that being great is part of this picture.

(viii) Your great acts make you a leader. With them, you influence others to live at higher, happier levels. To maintain this leadership though you need to seek always for new ways to improve yourself. Do great acts; and what is more important, be a great person.

(ix) Give of yourself to others. Thus, you become a part of them. Give of yourself to others, and you become greater. You are more than you were before.

What would you like people to say about you at your funeral? What would you like them to write in your biographies? Make these qualities your life-goals. Strive for them.

|| PART TWO

**You and
Your World**

CHAPTER I

Waiting

Tomorrow morning the sun will rise. The alarm clock will shrill its way into your night. Garments will be waiting for you to wear them. Toast and coffee will be there for you to eat. Transport will be on hand to carry you forward. Life lies before you. Do whatever you want. Go wherever you wish. Accomplish whatever you like. You make it happen.

You have a problem though. This is your desire to take life easy. Lie in bed an extra hour or two. Be lazy. Stop thinking. Stop trying.

This desire urges you to wait for things to happen. Wait for the telephone to ring and bring good luck into your life. Wait for your bosses to give you a raise, to promote you. Wait for your lottery ticket to shower you with the grand jackpot. Wait for others to pour love,

laughter, fun, over you. Wait for success and achievement to enter your world.

Well, this desire is right. You must wait for things to happen. But first, you must do all you can do yourself. You must plow, plant, harvest, grind, sift, knead, bake. Then you can enjoy that sandwich. Then you can expect that stuffed turkey to fly into your mouth. Make every necessary effort, every intelligent attempt. Then wait. Wait with anticipation. Wait with courage. This is the path to GREATNESS.

From around you

What the world gives you, depends on how you look at the world. Focus on that which is beautiful, and you will aspire to beauty, you will aim for beauty. Look at that which sings and smiles, and you will sing and smile. Look at that which shines, and you will shine. Enjoy the glory of the world, and the world will trumpet your glory. Feel the power of the world, and become a part of this power.

But, look to that which is ugly, dirty, mean, miserable, and you bring out the dark side of your nature. You set the background for misery – the growth of your lowest

urges. Look to that which is wretched, which is vile, and your gut releases within you black juices. It oozes secretions of self-pity, stinginess, spite. It spouts wellsprings of anger, revenge. It bubbles with depression, despair.

Gifts

Did you mold your heart? Did you assemble your mind, or one of your eyes? Did you knit together the nettings of nerves that run through your body? Do you know how to mix chemicals and produce a kernel of wheat, or a chicken? Can you fabricate wood, stone, iron ore?

Almost all you, and everyone else in this world has, comes to you as a gift. Your contribution to your own well being, is a grain of sand on the beach. Your share in all that makes life worth living, is a teardrop in an ocean.

Your organs, limbs, sight, hearing, speech, touch, smell, are gifts. Your ability to think, to progress, the parents, friends who raise you and care for you, are gifts. The folks, the places that surround you, embrace you, the objects you use and enjoy, the food you eat

and leave over, the billion and one items that make up your life, are all gifts.

See these gifts. Be grateful for them. Then, show your gratitude by using them in the best possible way.

Rejoice

When you waken in the morning, see that you have your intellect, and rejoice. See how you can open your eyes, move your limbs, stand. Say now: This is a great world. The sun is shining. There is air to breathe. There is floor under my feet. Enjoy it.

Feel the greatness of the world, and step in time with the world. Synchronize yourself. The world gives pleasure to others, and so do you. The world inspires, challenges, asks people to do more, be more, and so do you. The world is a source of energy, movement, joy, and so are you.

You emulate the world's vigor and beauty, and others emulate your vigor and beauty. They see your enthusiasm, your energy, and they follow you. This is the path to GREATNESS.

“Look Mommy. Look how the leaf skips across the ground, how it whirls and hops and rolls away. I can also whirl like a leaf. I can roll. See me roll Mommy, away and away and away from you.

“Look how big the sky is, Mommy. Look how wide it stretches. I can also stretch. I spread my arms wide, as wide as the sky.

“Look at me jump, Mommy. I almost touched a cloud. Look again. Did you see how I almost touched the cloud? If I jump really hard I will touch it. Next time I will touch it.

“Look at me squirrel, Mommy. I can squirrel to the top of that tree. I am holding. I am climbing, fast, up, up, up the tree. Aren't I as fast as a squirrel, and bigger too?

“I like this park, Mommy. It's fun. Can we come here again?”

CHAPTER II

Get wise

There is wisdom in the world. Some of this you understand. Much of it is beyond your probe, your grasp: the movements of galaxies, the forces of the universe, the workings of organic material, the properties of inorganic material, the nature of life and death, of birth, of growth.

There are ideas you have learned and forgotten. There are ideas that you have never learned, but that others have researched and written about. Then there are ideas still waiting for someone to discover them. This knowledge challenges you. Come and learn me, it says.

When you understand your world, its workings, its secrets, you can do more. When you study the design of the world, the lay out of the human body, the human personality, you can be more.

Read the writings and reflections of great people.
Think, meditate, contemplate, and enlarge yourself.
Increase the power of your mind, and you move
farther, faster.

Obtain new skills, and live more. Learn. Gain insight,
understanding, knowledge. This is the way that leads
you to GREATNESS.

Grow

When living organisms stop growing, they die. This is
the nature of the world. Either move forward, or retire
and die. This is true for you too.

As much as you accomplish, you dare not stop. As
much as you acquire, you must have more. As much as
you become, you must be more. For if you stop, you
slide. You fall.

Can't I rest on my laurels? Yes, you can, but only for a
short time.

Look at the peach. It starts out as a delicate blossom.
Slowly its bud swells. Soon you can identify the birth of the
fruit. It constantly gets bigger, rosier, lovelier. It becomes

softer, and releases its delicious fragrance. It is a perfect peach.

Then it stops growing. And...? Well, unless someone eats it, it begins to shrivel. Bugs infest it. Its skin sags. Its body rots. And it dies in a heap of compost.

Only with growth, do you continue to be a vital, happy being. Only by striving, constantly, can you continue to live, and enjoy.

When Paul Stuart married his beautiful, talented Dianne, his happiness was complete. He loved her greatly. He was thrilled by her many charms. Paul however, was in for a shock. Dianne made his life miserable. She was forever bickering and quarreling with him. Then he hit on a wonderful idea.

“Dear Dianne, since you are my queen and so beautiful, I would like you to have the grandest house in the world. Phone estate agents, hire the best architects, the finest decorators, and create a gorgeous home.”

Dianne was excited by the challenge. She threw herself into the project with all her talents and energies. Nine months later, she was ready to show the world the most heavenly house it had ever seen. All who saw Paul and

Dianne's new home gasped at its magnificence, its majesty.

"We must have a marvelous housewarming party," declared Dianne. Paul nodded his approval.

Again, Dianne called on her energies and talents. This time, to prepare their party. And again, she succeeded with elegance and style.

At the party however, she noticed Paul looking quite glum. "What's wrong Paul," Dianne exclaimed in horror, "don't you like the party?"

"Or maybe..." Dianne said clasping her hands at her new thought, "you don't like the house!"

"No," said Paul, "the house and party both dazzle me."

"So, why are you upset?" asked Dianne.

"It's like this," said Paul, "as long as you were busy designing and making first this house, then this party, you didn't quarrel with me, not even once. But now that your projects are over, I'm afraid that much heartache awaits me."

Create

Create, innovate, strive for greatness. Then happiness is yours. Do new things, or old things in new ways.

Acquire new skills. Conquer new territories.

Rearrange your house, your day, your world. Accept new challenges.

Do not just re-style your hair or move the living-room furniture around, although such activities may help to fire your enthusiasm. Rather, review your attitudes, reset your targets. Look at the world around you, and see how you can enhance it, beautify it. Innovate, create, and approach mundane chores with joy.

Keep inventing. Do not stop. For when you stop, when you rest on laurels, when you act king and queen, you will find much to dissatisfy you, to agitate and annoy you, to frustrate and infuriate you, and your life will be miserable.

Lawrence Pearl wrote beautiful music. His first album he composed in grim poverty. Frustrated by a tiresome day-time job, he devoted his nights to writing and singing his heartfelt songs. He poured all his tensions, his tears, his hopes, his yearnings, into his music.

When his first work was published, Lawrence achieved fame and glory. He also gained financial independence. He was not rich, but he could afford to leave his dull, pain-

ful job. "Now, you will hear magnificent music," Lawrence told the world.

His critics however, disagreed.

"His new works," they said, "are very clever. Still, they do not match the charm and depth of his first compositions. The emotion, the fire and desire, are missing."

The fame and glory that followed Lawrence's success, toppled him from his peak. Lawrence had made the mistake of resting on his laurels.

CHAPTER III

Applause

You live in this world. You interact with this world. You work and function according to the rules of this world. Your needs are fulfilled or denied to you by the world. This includes your need for greatness. It is the world that declares whether you are great or small.

Sometimes, people praise and applaud your great deeds. More often, they ignore them. Therefore, you cannot use their recognition and applause as a measure of your greatness. How then do you recognize it?

Your best measure is to look at the benefit the world gets from your activities. If you are enriching the lives of people around you, people near or far, this is great. If you are bringing meaning, direction, joy into their lives, this is great. If you are encouraging and supporting them, this is great.

Pioneer

You need also to examine the quality of your activities. How much heart do you give to what you do? Do your schemes fill your mind? Do your projects capture your imagination? Do they seize your attention, fluster your concentration? Does excitement race through your veins?

If the answer is yes, then this is great. When your labors occupy all your thoughts, this shows that you are doing pioneer work. You are forging new tools, devices that others will also use. When you exhaust yourself over your projects, you are discovering. You are exploring new territories. When you focus completely on your plans, when they fill your days and nights, then you are working in a great way.

Adoption

How do children belong to their parents? In a sense, they do not. One day, they pack their bags and leave. Still, in other ways, they certainly do belong to them. Parents feel a link, a bond, a love. They take pride in their children's exploits. They celebrate their children's successes. They cry out when they trip,

when they fall. They fret over their education, their future. Why?

Part of this bond is biological. Children come from their parents' bodies. They are a part of them. This however, is not a full reason. We see how close adoptive parents may be to their children. On the other hand, we see real parents walk away from their children.

A better reason though, is that parents 'adopt' their children. They undertake to feed, clothe and care for them. They give hours and days to nurse them, to cradle them. They provide them their wants, their needs. It is these acts that make the children a part of their parents. Their investment of time, energy, effort, bonds parent to child in a strong, permanent way.

It is the same with other people. You can mother and father them like you care for your own children. You can undertake to feed, clothe and watch over them. You can give hours and days to provide them their needs. Your investment of time, energy, effort, bonds you to them like a parent to his child.

Make it yours

You live in this world. You interact with this world.

You need to give to this world. As you give, you become greater.

This means that you must adopt some part of this world. Take some area, the houses on your street, or your town, or your country, and make it yours.

Look for ways to improve your world. Make it cleaner, neater. Make it more polite and friendly, more helpful and kind. Take responsibility. Work on it, and make it yours. The more you do, the more fulfilled you become.

David and Tracy Carr had just moved into town. With David off at work, Tracy felt overwhelmed, crushed. So much lay ahead of her. Her entire household was packed in boxes. Six tired, moody, nagging kids hung to her dress, and she had nothing to give them besides dry crackers.

Where should she start? What should she do?

Then Tracy heard a knock. She peered through the spyglass to see sparkling eyes, a sweet smile and a huge chocolate cake.

“Oh dear, it must be someone lost – and of all people, look whom they choose to blunder into,” Tracy thought to herself.

But there was no mistake. The cake, together with a welcome note and a helping hand, were for her. Tracy was the new girl on the block, and the block had just adopted her.

CHAPTER IV

Give and take

You live in two worlds. One is the world of giving. The other is the world of taking. They appear to be similar. But they are radically different. For one is a world of GREATNESS, the other is a world of smallness. When you give, you enter a world of giants. When you take, you enter a world of dwarfs.

One minute, that's hardly fair. Surely we all have to take?
Does that make us dwarfs?

All people take. As babies and children this must be. How could they survive if others did not give to them, did not support them? Even as adults, they take. Every transaction, every interaction, consists of give and take. All are takers and nothing can change this. True?

No, false. Children start out life as small people. They certainly need to take. Adults however, have the potential to be great. Thus, they have the potential to become pure givers.

The ice cream sellers

Every transaction, every interaction involves people giving and people taking. Still, those involved really have only one objective in mind. This is to either give or to take. We can illustrate this as follows:

Gavin Palmer wants big money. He wants to be the first self-made millionaire on his block. He calculates that the business to make his millions, is in ice-cream parlors.

Gavin finds a well-placed little store, where many people pass by. He sells at the lowest prices so that he can draw the largest crowds. He hopes also in this way, to smash all his competitors.

Gavin plants a big smile on his face, and waits for the millions to roll in.

Although Gavin is handing out ice cream all day, he is really taking. Giving ice cream is just a means to make profits.

Barry Levell wants to help humanity. He wants the world to be a place of greater happiness, love, and respect. He feels that the way to enhance these values is to give out ice cream. He believes that if more people will eat ice cream they will be less irritable and more tolerant of their fellow human beings.

But Barry cannot stand on the street corner and give away ice cream. He needs freezers. He needs space. So, he finds a well-placed little store where many people pass by. He also cannot afford to give away the ice cream. He must pay rent and other expenses. He must also feed his wife and kids. Therefore, he sells the ice cream at a profit. Still, he looks for the lowest price that will allow him to cover his costs.

Barry plants a big smile on his face, and waits for the people to roll in. He waits for them to take his wonderful cure, his marvelous formula against the ills of society.

Barry's main goal is to help his fellowman. He believes, rightly or wrongly, that the way to do this is with ice cream. Although Barry takes money for his ice cream, his essential interest is to help others. His goal, his thrust is to improve the world. Barry is a giver.

The doctors

Let us look at Gavin and Barry from a different angle.

Gavin Palmer wants big money. He wants to be the first self-made millionaire on his block. He calculates that the best profession to make his fortune is plastic surgery.

Of course, to make it in plastic surgery, he must have the highest skill and expertise. So, Gavin works extremely hard to pass all his courses with the highest marks. He makes a special effort to train with the greatest masters. He willingly does the most menial tasks just to be able to observe and learn from them. He volunteers for hospital work in the poorest districts. He knows that here he will build his skills. Here he will gain priceless experience in working on the trickiest and most lucrative cases.

“Later,” he tells himself, “I will move to better-placed hospitals, and even private practice. Later I will make the fortune I want.”

On the other hand...

Barry Levell wants a career where he can help others. He has read about the scarring of people through traffic accidents, war incidents. He has heard about the huge harm

these scars inflict on the emotional health of their victims. He grieves for the plight of such people.

Barry senses that plastic surgery suits his natural abilities. It is a career that matches his intelligence, creativity and strength, and will challenge him.

Barry knows that to succeed in plastic surgery, he must have the highest skill and expertise. So, he works extremely hard to pass all his courses with the highest marks. He makes a special effort to train with the greatest masters. He willingly does the most menial tasks just to be able to observe and learn from them. He volunteers for hospital work in the poorest districts. He knows that here he will build his skills. Here he will gain priceless experience in working on the trickiest and most sensitive cases.

“Later,” he tells himself, “I will move to better-placed hospitals and even private practice...”

One moment ... if Barry is such a giver, then why then is he looking to better hospitals?

“I know,” says Barry, “that for my emotional health and well being, I must maintain a certain standard of living – I must earn a decent wage. For this to be possible, I must work with well-to-do patients.”

Still, Barry plans to give 10% of his working day to volunteer work. He is sympathetic to the plight of others, and he will look to exercise it wherever he can.

The seeming difference between Gavin and Barry is not large. They are both highly skilled doctors, doing the same work, under the same conditions, and earning the same wages.

Folks however, draw a line between them. Gavin they find, raises his chin at them. He has little time for the luckless. Those who know him better, see that under the veneer of courtesy, concern and charm, dwells a nasty man. Barry on the other hand, has a genuine affection for others, rich and poor. His courtesy, his concern and charm, is no veneer. He is plainly a good person.

Barry gives. Gavin takes. Barry is great. Gavin is small.

CHAPTER V

Host or guest

The next time you are at a party, ask yourself this: Who are enjoying themselves more, the hosts or the guests? Who are more active, more in tune, the hosts or the guests? Who are brighter, more spirited, more energetic, the hosts or the guests?

The answer (usually) is the hosts. Since they give more to the party, since they work harder for its success, they receive more than anyone else does.

A party

The world is a party, lavish, openhanded, free. But this truth has a condition. This is that you must first see it as being a party. You must convert life's toils and troubles into pleasures and more pleasures. You must make that which is difficult into part of the fun, part of the challenge, part of the amusement.

Play the game – do not stand to one side. Play the game and enjoy your life.

Roles

There are two roles at a party, host or guest. There are two roles in this world, host or guest. You and everyone else, must play one of them.

To be a host means that you worry that others have cake on their plate and a drink in their hand. To be a host means that you involve others in the conversation, in the party games, in the fun. To be a host means that you are giving.

To be a guest means that you worry only whether you have a cake on your plate and a drink in your hand. To be a guest means that you look that others should talk to you, award you prizes and smiles, feed you the fun. To be a guest means that you suffer through the party, and receive little pleasure or satisfaction.

To be a host means that it is your party. To be a guest means it is not your party.

Happy are you

An important part of being a host is to enjoy the fun and games. Although you must concern yourself with the needs of others, you do a better job if you too are lighthearted, bubbly, happy.

Also, when you are serious, sober, the guests take this as a sign that you are annoyed with them. If you show anger towards your waiters and cooks, they feel you are angry with them. This can dampen and spoil the entire affair.

Guest is host

Most of the time you start out as a guest. This does not mean that you cannot become a host. To be a host means to concern yourself with the well being of the guests. Anyone can do this if he or she wishes. You need only to start looking to others and caring for them.

You are invited to a party? Bring some eats. Make a salad. Whip up a dessert. Buy a bottle of wine. Contribute, and become one of the hosts.

You are at a party, and it is dull? Sing a song – with the householder’s permission, of course. Tell a story. Whether the story is absurd, romantic or sad does not matter. The main thing is that you are giving, you are contributing, you are being great.

You are at a party, and it is a mess? There are not enough people to serve the food? There is no one to clean up the spilled soup? Leave your seat, take a tray and serve. Leave your seat, find a mop and clean up. Stop being a guest and help. Contribute, and become important. Play a different role, and be a force.

Do not say you will bring a salad. Do not say you will sing a song. Do not say you will help. Any guest can do that. Help. Actively help. Do it, and you give. Do it, and you are great.

Zev Kahn loves his early morning trip to work – pale sun, rose sky, light breeze, swaying shrubs, clean air, chirping birds, traffic quiet.

But something about this precious time disturbed Zev. One early morning he realized what this was...

“I am making a mistake, “ thought Zev, “The world is singing a song, but I am contributing nothing. Am I only a spectator? Only a guest?”

“I can’t let this happen,” Zev decided, “I must also add to the beauty of the morning. I must enhance it. I must promote it. I must be a part of it!”

Just then, a young mail carrier cycled near him.

“YES!” Zev shouted at him.

“Yes...?” the mail carrier asked. His bicycle wobbled, stopped and he put a leg on the ground. He cocked his head towards Zev.

“Yes. This is a beautiful world, and today is a beautiful day,” said Zev.

The mail carrier stared, then smiled.

“Have a good day yourself then,” he said, as he wobbled away.

“And you have a good day too,” called Zev at his departing back.

Part 2, in short...

(i) First do. First act. Then wait with hope for good things to happen. Look to that which is beautiful and powerful in the world, and become a part of it. See life as a glorious gift, and live it to the full.

(ii) Learn always more about the world, more about how it works. Thus, you will live life with more success and skill. Keep growing. Continue to create, to innovate. Do not rest on your laurels.

(iii) Adopt your world. Make efforts to enrich the lives of people around you. Give your mind and your strength to reach this goal.

(iv) Focus on giving. Even when you take, do so that you may give more. One who gives is great. One who takes is small.

(v) Life is a grand party. Focus on being one of the hosts – not one of the guests. Contribute in any way you can, and make the party a success.

Please read now: The Need to be Great #2