

THE MAN WHO FAILS—AND WHY

DR. BERNARD HOLLANDER, the psychologist, analysed the reasons for failure while speaking at a London meeting of the South Place Ethical Society. He said, reports the *Daily Mail*:—

“A man fails if his ideas are larger than his purse; if he trusts unworthy people; if he puts pleasure before duty and has too many or too expensive amusements; if he does not do to-day what he can possibly put off until to-morrow; and if he risks all his eggs in one basket when he is not in a position to watch or control it.

“Some men fail because they are given to dawdling, indecision, worrying, or fretting or have over-sanguine expectations.

“A man is bound to fail if he has no sense of humour, lacks cordiality, does not know how to approach men, cannot take a rebuff good-naturedly, does not carry confidence or conviction, and when he is too long-winded in his conversation so that people tire before he gets to the point.”

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