

ask any questions about the little things that you might say are the oil that make ordinary social intercourse easy. And it ~~just~~ impressed me that he must be very very good in certain aspects to do as effective a work as he was while showing such a lack in this particular feature. This particular feature will make up for a lot if you give thought to it.

f. Promotional Ability. Sometimes I think that people in general could be divided into two classes: those who are promoters and those who are consultants. And I think that I personally am in the consultant class rather than the promoter class. I have a personal distaste for trying to put anything across on anybody else. I went out once selling books for a time. I did not do particularly well in it. I would easily see that somebody was not interested in that book, ~~and~~ and there was no particular reason they should be. And for me to try to get them to buy something that I didn't feel was for their particular good went against my grain. I've always thought it disagreeable to ask people for favors of any <sup>kind</sup> ~~kind~~. A man said to me one day, a man who had done some work in psychology, he said, If you don't get turned down on at least two out of every three requests that you make of people, you're not making enough requests. Well that may be the attitude of present psychology. I don't know. But personally when a person makes a lot of requests that I have to turn down, I soon don't like to ~~take~~ talk with them at all. And if I make a request of somebody and they <sup>turn</sup> turn me down, I find it very difficult to bring myself to make another request. But the people that have the promotional ability, that can go out and <sup>can</sup> get the people to do what they want and can ~~sell~~ sell things to people and can really reach out in this way, they are the ~~pp~~ people that make the money. They are the people who really in one sense accomplish things in our world today. <sup>Now</sup> I don't know how lasting what they do would be, or how much they would accomplish if they did not have others to go to who are specialists in particular fields or who are more the consultant type to get information and help and advice. I always, if someone comes to me I ~~am~~ find that I am just anxious to do anything I can to help them. I enjoy helping people, but I hate to offer help to anybody, but I just hate to be turned down. I