

Secret Of Doing Favors For People

**As A General Rule The Most Successful Man In Life Is The Man Who
Has The Best Information.**

Disraeli

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In

THE SECRET OF DOING FAVORS FOR PEOPLE

By

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1. Have you often wondered why it is, that the more you do for some people, the worse it is? And too, haven't you found that after you have done a number of favors for people, these same people will disappoint and disrespect you? Is this appreciation -- is it any wonder that people who start out in life willing to help and be of service to others, before long, become cold and hard toward the rest of the world? How many countless thousands have died of broken hearts because of the serious setbacks and disappointments that have come to them? Why? What is the reason?

2. Even the Greatest have been placed upon the cross. Men, who have given their lives, so that humanity might progress, have been killed by the very ones they were trying to help. What then, should one do when he feels the inner eager desire to do for others, regardless of what the outcome or personal self-injury may be? Should he give up his desire to do good? Should he keep his talents to himself? Should he refuse to be of service unless he is properly compensated? These are the questions that come to every man or woman who is in the work of serving humanity?

3. People in private life as well, are often disappointed after they have helped out so called "best friends." Men, who have given their best to their wives, find themselves outcasts as soon as their earning capacities fail the household. Fathers and mothers who have laid down their lives for their children, find themselves alone and uncared for, when their children grow up and have families of their own. It is hard to understand just why this should be. It would seem that something is wrong with the world and the people in it. Is there? Is it all worth-while or not? Let us see! Let us examine some of the cases that we have been in contact with from time to time.

4. Some people have the idea that you gain the respect of the other person by what you do for him. This of course depends upon the person with whom you are dealing, and very often does not hold true. We cite for example, the following case, which is only one of a million or so others just like it. A young lady is keeping company with a young man, and they have become very good friends. They have enjoyed many things in common and have spent the most pleasant time together. The young man has had plenty of experiences with the opposite sex. The young lady has confined herself to the friendship of a few young men. The young man wants all of her time and attention, and they quarrel every time that she goes out with another man. He starts to make certain advances and one evening they become very much in love with each other. The young man, experienced in the art of making love, tells her that if she really loves him, she will not hesitate to give herself to him. The young lady foolishly thinking that this is the one way that she can be sure of keeping his love, agrees. She feels that by granting this great favor to her loved one, she will be sure of his love for all time. The inevitable happens -- they leave each other for the evening, the young man telling her what a "real girl" she is. She is thrilled with the thought that she has made her loved one so happy.

5. A few days pass, and she does not hear from him. The weeks pass into months and still he makes no attempt to see her. She asks herself, 'why?' Did she not do as he had asked? Did she not grant the favor that he said would make them sweethearts forever? But she never hears from him again, and she is heartsick with the thought of it all. If this young lady is a weakling, she may never get over this affair. If she is strong-minded, she may manage to pull herself together and make a new start in life. If she becomes thoroughly disgusted with herself, she may follow the line of least resistance. She may reach the conclusion that there is no good in life, and because of this wrong thinking, a whole life may be wrecked. Why? BECAUSE SHE THOUGHT THAT IT WAS BY DOING FAVORS FOR PEOPLE THAT THEY LOVE AND RESPECT YOU. Like millions of others, she did not know the real truth. She was unaware that only too often, this is the way to lose certain "good friends."

6. The truth is -- that no man who really loves and respects a girl will ask her to do such a thing. The very fact that he depended upon this act to make him love her, shows distinctly, that he does not respect her. In the case just mentioned, as in many others, IT ISN'T WHAT YOU DO THAT COUNTS SO MUCH, AS IT IS, WHAT YOU ARE. This young man had no respect for the girl in the first place and the girl did not have as much respect for herself as she thought she had. People do not like you for what you do for them -- they like you for WHAT YOU ARE. They respect you, even if you do no favors for them and they will like you too. BUT IF THEY HAVE NO RESPECT FOR YOU, IF THEY CANNOT LOOK UP TO YOU, you can be constantly doing favors for them and it will only result in having them disrespect and disappoint you.

7. Here is the answer to the perplexing problem that faces every man, woman and child. We must learn to understand the Psychology of doing favors for people, or we shall become hardened toward life. If we fail to understand, we become cold toward others, we refuse to do favors for them and due to the fact that "We do not live unto ourselves alone," we find ourselves in such a state that we do not know which way to turn. In this treatise, we shall attempt to explain completely, what we mean by the "Psychology of Doing Favors For Others," and after you have read it over several times, you will know exactly how to conduct yourself when faced with the problems of doing favors for others.

8. If you are a parent, let your children read these pages over. If you have a friend, who has become cold toward others because of favors done, and then had these same people disappoint him, either have him send for a copy, or let him read this one. Every young girl should know about the forementioned incident and the psychology surrounding it. If they did, we should find fewer broken hearts, fewer suicides, less prostitution and much more happiness among women, than is frequently found.

9. Another case that is quite common, especially since the newspapers seem to give it so much publicity, is that of the rich old man who marries the young pretty girl. He is close to sixty -- she is twenty-two. He surrounds her with every luxury possible. Her wardrobe is larger than any girl could possibly dream of having. She is bedecked with

the most expensive of jewelry. He is constantly taking her on trips to interesting countries. In short, he gives her anything she could possibly wish for and does anything for her that she wants him to do. And yet -- does she respect him? No! Does she look up to him? No! Does she appreciate the luxuries that he has surrounded her with? No! Then what is it? What is the thing to do with people if they do not respect you for the favors you do for them? The answer is easy to those who understand.

10. In the case just mentioned, with all the luxuries this good old fellow lavished upon her, you would imagine that she would at least show her appreciation. But no, she does not. Unfortunately, dear reader, appreciation is a very rare thing in this world. There should be more of it. But people can never be satisfied any more than nature will ever be satisfied. Nature has primarily only one goal in mind and that is TO GROW. TO GROW WITH NATURE, also happens to be our purpose in life. Once we stop growing, we start to go backward. We do not stand still, although we may think we do. We are either going forward or going backward. And so, we find within everyone, that unsatiated characteristic of never being satisfied.

11. Very often, people have the idea that being satisfied and being content refers to the same thing. They are not the same, and for your benefit, we explain the difference in the following manner.

To be content -- refers to the present -- the point is, always to be content.
To be satisfied -- refers to the future -- here the idea is never to be satisfied.

So people find that whether they are students of psychology or not, no matter how much education they may have, nature's way, which is their way, is never to be satisfied. People must learn to be content always, and yet never completely satisfied. This is easy to do, once one understands the difference, but when one does not understand then it becomes a problem. With the understanding of the difference between the two, it is possible to be happy at all times. The real reason why so few people are really happy is that they keep thinking of all the material things in life that they are lacking. We must remember that WE LIVE ONLY ONE MINUTE AT A TIME and if we try hard to make that minute happy and keep it filled with happy thoughts, then the hours, the days, the months and the years

will be filled with happiness. Of course, we must always seek to better ourselves, but we must not permit our thoughts and longings for material things to mar our present happiness and so make life less enjoyable.

12. Getting back to the case of the young girl and the rich man, we find that she has everything that she could possibly want and yet she is a big disappointment to her husband. Why? Simply BECAUSE IT IS NOT WHAT YOU DO FOR PEOPLE THAT COUNTS SO MUCH, AS IT IS, WHAT YOU ARE. This young girl did not respect the old man in the first place. She did not like him for what he did for her, but constantly kept seeing him just an "old man." No matter how much of the material things he showered upon her, it would not have gained her respect, and if he could not have gained her respect and had her look up to him as some one fine and good, then all the gifts in the world would not have made this girl more appreciative.

13. Now, we cite a case that fits almost every person living -- that of loaning money to friends. A good friend comes to you in need of a small amount of money. You lend it to him and he pays it back. Soon, he comes to you again, needing a larger sum, you give it to him but this time he takes a longer time to pay it back. A third time, he comes to you with the request of quite a large loan and being generous and wishing to do him this favor, you grant him the loan. This time, it is only with constant effort, after a long time that you are able to collect it. Sometime later he comes to you asking for a loan, and recalling the trouble and difficulty you had in collecting the previous loan, you hesitate. You are faced with the problem, that if you refuse the loan, you may lose his friendship and on the other hand, if you grant him the loan, you are not so sure that he will repay it. It isn't an easy problem to solve, unless you know how to obtain the answer.

14. Remember, IT ISN'T WHAT YOU DO FOR PEOPLE THAT COUNTS SO MUCH AS IT IS HOW MUCH RESPECT THEY HAVE FOR YOU OR WHAT YOU ARE. If this friend of yours respects you and looks up to you, even though you refuse him the loan, he will still look up to you. However, if he does not respect you, and is not the kind of a person who looks up to you, no matter how much money you lend him, or how many times you grant

him these loans, it will not make any difference. If he likes you for **WHAT YOU ARE ALONE** and not for what he can get out of you or from you, then, no matter whether you grant the loan or not, will not make any difference between your friendship. To test this friendship, just ask yourself this question, "Does he like me for what I am, or for what I can do for him?" This should not be hard to determine under ordinary circumstances, but if even then, you are not sure, then try this method. Refuse to grant the loan and see what the reaction will be on the part of your friend. If he still shows himself to have the same friendly feeling toward you and respects you, then you know that if you do grant him another loan, you will not regret it, even if it does take a little longer time to collect it. But if when you refuse the loan, his reaction will be that of a whiner and a complainer, and if he tells you what he thinks of you, and that he never did have any respect for you, then you will know that he was interested in your friendship for only what he could get out of it. Using this method will save you plenty of trouble and annoyance. **YOU CAN THEN BE SURE OF YOURSELF AND SURE OF WHAT YOU SHOULD DO.**

15. Another problem that many of us face is that of signing notes for relatives and friends. Some have probably had some very discouraging and disappointing experiences because of this. Many have probably lost a good deal of sleep wondering whether or not to take the risk of a guarantor. Many have probably vowed that never again would they go surety for anyone's personal loan and just after making the vow, have one of their best friends come and ask for this favor. The problem is **WHAT TO DO?** Shall they take just one more chance on the hunch that this person is 100 per cent in earnest, or shall they definitely once and for all, make their decision in the negative?

16. If they have already made up their minds that they will never sign for another person, then there is nothing left to the problem. Yet, if there is still left just a little of the desire to help out a good friend in need, we suggest the following to help you decide. Remember, that first of all, it **ISN'T WHAT YOU DO FOR PEOPLE THAT COUNTS SO MUCH AS IT IS HOW MUCH THEY RESPECT YOU FOR WHAT YOU ARE.** If you refuse to sign for the loan, and the friend is a real friend, this should not make any difference

between your friendships. On the other hand, if he is not a real friend, then the signing for a hundred notes will not make things any better between you. Again, ask yourself this question, "Does he like me for what I am, or for what I can do for him?" If he still feels friendly toward you, then you will know that if you do sign for the loan, you will never regret it. But, if his reaction is otherwise, then you will know that he never had much respect for you in the first place and was only interested in you from the standpoint of what he could get out of you. Here, too, you can save yourself a great deal of trouble and annoyance and the creating of bad will among friends and relatives, if you will use this method. **YOU CAN BE SURE OF YOURSELF IN THIS WAY.**

17. Now you can readily understand why it is that you may do hundreds of favors for a person and then only once refuse to do one favor, and he turns on you as though you were a serpent. It is too bad that the present trend of thinking runs in this channel, but time will eliminate this just as electricity is gradually eliminating some of the hardships of the modern household. Perhaps, you have heard the story of the serpent and the man. If not, we repeat it for your benefit and because of its appropriateness. "A man, one day, walking through a field, looked down and noticed a small serpent, lying frozen on the ground. Being a lover of nature and animals, his reaction immediately was to pick up the serpent and put it inside of his coat to warm it. As a result of the warmth, the snake came back to life and was getting ready to bite the man. The man said to the snake, 'You would not bite me after I have helped you regain your life, would you?' And the snake replied, ---
"I can't help it, I am a snake." The moral of this story is quite clear. No matter how much you do for a snake, it always remains a snake. And so it is with many people -- they remain "snakes" no matter how much you do for them. It takes a good many people to make up this world and once we have a complete understanding of just how to react to these many people, we are not so apt to feel bad when certain ones disappoint us after we have done favors for them. Primarily, we are interested in the understanding, so that we may be ready to help those who are really deserving of the favors they ask us to do for them. Of course, we must not come to the conclusion that all people are selfish or that because we have been disappointed in a few, that we must stop doing favors for people.

18. As we have already stated before, most people start out in life, wishing to be good to others, to do favors and to be of as much service as possible. Then, one friend does them a wrong, another disappoints, etc., and if we are not careful, that is the end of our good intentions. We become hardened. We refuse to do the smallest sort of a favor. We feel that it isn't worth while. Again we say that **PEOPLE LIKE YOU FOR WHAT YOU ARE AND NOT FOR WHAT YOU DO FOR THEM.**

19. Doctors, as well as those interested in the work of healing and helping humanity, often become disgusted and discouraged because of the lack of appreciation in the world. They have helped thousands to regain their physical and mental health, but just let them fail humanity once, and they are turned on as an outcast. Perhaps you may recall the part that Will Rogers (that famous radio and movie actor) played in the moving picture, Dr. Bull? He was the family doctor of a small town in which he resided, giving the best part of his life for the people. Staying up nights in succession, helping the sick through an epidemic, with no thought for himself. He was loved and beloved by all, because of his faithfulness and his kindness -- or so it seemed. Yet, something happened that turned that love into hate. The water system became polluted -- many were dying, and he was blamed for all of it. Every kindness that he had done before to help his people, had been forgotten. These people, whom he had helped so many, many times, did not hesitate to wrongly accuse him. They even went so far, as to try to have his license to practice taken away, because he had failed them, only once. They weren't ready to listen to reason and to make allowances. So it is, with many of our splendid physicians and surgeons in this country. No matter the weather, no matter the time of day or night, they are ready and eager to do their share just as Dr. Bull was ready to do his share. As is often the case, this kindness, this thoughtfulness and this selflessness, is very little appreciated.

20. Why? Why are we so quick to forget? Why is it that after one does a thousand favors for people, they are turned against, if they fail only once in doing one favor? The answer -- **IT ISN'T WHAT YOU DO FOR PEOPLE THAT REALLY COUNTS SO MUCH, AS IT IS WHAT YOU ARE.** They lost respect for the doctor who had failed them only one

time. They were eager to see him released from his duties as town physician. Is it any wonder that thousands of our young doctors lose heart so early in their practice of medicine? Is it any wonder that so many are interested only in the money and not for the good that they can do? Is it any wonder that so many of them become so hardened toward humanity? Can you blame them? Of course not. What this world needs, it would seem, is more appreciation and less criticism.

21. Then the problem is, what shall the doctor do? What shall so many others in like professions do? Give it up? No, that is not the way. There is a way far better than that. IF YOU DO SOMETHING BECAUSE YOU REALLY WANT TO DO IT, IF YOU DO IT BECAUSE YOU WANT TO DO IT, BECAUSE YOUR HEART TELLS YOU TO DO IT, IF YOU DO IT NOT FOR WHAT YOU ARE GOING TO GET OUT OF IT, THEN DO IT, no matter how many disappointments you may have -- no matter how many people may find fault with you. YOU KNOW THAT DOWN DEEP IN YOUR HEART YOU ARE DOING WHAT YOU THINK IS RIGHT, then you need have no care as to what anyone thinks. ONCE YOU DO A THING BECAUSE YOU REALLY WANT TO DO IT AND BECAUSE YOUR HEART TELLS YOU THAT IT IS RIGHT, then no matter what the results, you will not be disappointed.

22. Then again, there are people in the work of helping others, who expect unusual appreciation. Too many feel that besides the compensation, their patients or clients should show appreciation in many other ways. This would be a great world, if there were more people who appreciated what is being done for them. But so far, these people are in the minority. People who expect this special appreciation and favors, besides their regular compensation are not, as a rule, in the work for what they can do for others, but for what they themselves can get out of it. These people usually have the largest number of disappointments. DO THE THINGS YOU ARE DOING BECAUSE YOU WANT TO, BECAUSE YOU LIKE TO AND NOT FOR WHAT YOU ARE GOING TO GET OUT OF IT, then your disappointments will be very few.

23. Lawyers know, that if they do not collect on certain cases before the case goes to trial, that they very often have great difficulty in making the collection later. There

are lawyers who tell of people coming to trial, for certain crimes, who are willing to do almost anything before the case comes up. Yet, if the lawyer should trust them to pay for the case after it is over, it is rarely that they get any compensation. The lawyer learns after many costly experiences that the only way to get paid for a case, is to get it before the case comes to trial. People get the impression that lawyers are rather hard hearted people, because of their demand for payment in advance. The fact of the matter is, that because someone before, has failed to keep a promise, makes it much harder for the next person. Why is it, that a client will not pay the lawyer for the case, after it is over, even though the client benefited greatly? Very often lawyers ask themselves this same question. The answer -- IT ISN'T WHAT YOU DO FOR PEOPLE THAT REALLY COUNTS SO MUCH, AS IT IS WHAT YOU ARE. Before the case comes up to trial, the lawyer is a person who can plead for freedom or win a case. They respect him, they look up to him, but after the case is over and won, there is nothing more to look to the lawyer for. The good deed he has done, is soon forgotten and the poor lawyer must do the worrying about collecting the money due him. And so, we blame the lawyers for being hard when it comes to money matters, while the real trouble is due psychologically to the fact that IT ISN'T WHAT YOU DO FOR PEOPLE THAT REALLY COUNTS SO MUCH, AS IT IS WHAT YOU ARE. You can readily see why it is that we are constantly being perplexed with the problem of "should we do this or that for other people?" We know of many young lawyers, who start out in practice, doing their very best and working so hard to help humanity, and before long, come to the realization that it all isn't worth while -- that we are living in a practical world, where doing what we can for others is still very little appreciated.

24. One of the biggest problems in life seems to be the domestic problem. We find the husband doing everything he possibly can for his wife. He buys her everything she needs or wants. He caters to her every whim. He goes where she wants him to and does as she bids. He is always at home on time, does not go anywhere without her, and yet -- he is constantly being disappointed in her. Why? He does everything for her and yet it does not seem to be appreciated. The answer -- IT ISN'T WHAT YOU DO FOR

PEOPLE THAT COUNTS SO MUCH, AS IT IS WHAT YOU ARE. An appreciative wife would feel very fortunate indeed, to have such a good and kind husband. The unappreciative wife would still be unappreciative, even if heaven and earth were moved to please her. She does not look up with respect to her husband. Why? Because, during the time that he was trying everything to make her happy he had neglected himself. He should not have showered her with material gifts, but should have looked to improvement of his own self, mentally, as well as otherwise.

25. Too many people try to BE THEMSELVES. They try so hard to BE THEMSELVES that they are practically at a standstill. One of our proverbs says, "Be Yourself." There is nothing wrong with the proverb except in the interpretation of it. What it really means is "BE YOUR BETTER SELF." If a husband can constantly be improving himself, his personality, his ability as a lover, his mental education, then his wife would not prove a disappointment to him. A woman wants a husband that she can respect and look up to. She wants him to have personality and to be continually trying to improve himself mentally. Then she will love him for WHAT HE IS and not FOR WHAT HE WILL DO FOR HER. If you have been disappointed in your married life, think this little matter over and see if you can find the truth. Too many men have the idea that the sex life is very simple and that there is nothing to it. Yet, nine out of ten married woman tell the story that their husbands do not understand them. Love is an art, and it requires time, study, and patience -- as does any other art. And you will find, on reading some of the very fine sex books that have been placed on the market, that there is much more to the art of "making love" than the average person would think there is. It is no wonder that the French people say that our American men are "poor lovers." The French people have a very keen and fine understanding of this art, and we can do much to learn from them. To be really happily married, two people must understand the psychology of married life, and with this understanding, they will come to love and respect each other, without the material things in life making much of a difference.

26. While we are on this subject, we must not overlook the type of wife who

does everything for her husband. She is an excellent cook -- keeps her house clean and neat and is always at home to greet her husband when he comes in. She allows him all the liberties that he may desire, and yet with all this constant willingness to be of service to her loved one, he does not really respect or look up to her. She, of course, is under the impression (as thousands of women are) that it is what you do for a person that counts. We say, **THAT IT IS NOT WHAT YOU DO FOR A PERSON THAT COUNTS, AS MUCH AS IT IS WHAT YOU ARE.** Usually, it is this type of woman who does nothing to improve herself mentally. She reads light fiction and magazine stories, instead of trying to read good books that will keep her mentally alert. This type of woman, thinks that all she has to do, is to serve her husband -- that it is sufficient for her and consequently she stops growing mentally, the moment she gets married. Yet, this woman, in spite of all that she is doing for her husband is not happy and she cannot understand why it is that her husband does not appreciate her. One famous writer said, "If husband and wife are both interested in self-improvement, their married life is sure to be a success." We agree with this writer, 100 per cent. How else could it be, if each was making of themself a **BETTER SELF?** They will not be standing still but will be constantly growing mentally, thus finding new interests in life continually. Their burdens in life become lessened with each new understanding. Instead of their love-life waning after a few years, it increases, because they found something new in each book that they read to enlighten themselves. We know of one man, who told us that after twenty-five years of married life, he loved his wife more than he did the day that he married her and he loves her more as each day goes on. Why should this not be true of every married couple? It can be, if only they will both seek to improve themselves constantly.

27. By this time, dear reader, you realize that **IT IS BEING YOUR BETTER SELF** that really counts. Constant self-improvement will help much more than the showering of any of the material gifts. Where you find two people, constantly improving themselves, there is no danger of either one spoiling the other. Each one becomes so broadminded and understanding that there should be no fear of their goodness spoiling the other. Just as there are new models of automobiles, each year, so should each person's life take on a new model

and keep right on growing up to date. This is practically the ONLY WAY TO INSURE REAL HAPPINESS in the home life. The husband is bound to be a success in his business because of the constant self-improvement of both him and his wife. There are many wives who have lost their husbands on account of the fact that they have allowed their husbands to grow, while they have stood still. Then when the husband makes his mark in the world, he finds that his wife has become a weight around his neck. He forgets the struggle that she went through with him in the early years, when he was first making his start, and seeks a divorce. The wife could have enjoyed the husband's success, if only she had kept up with him.

28. A certain judge relates the case of a young man who was brought into his court on the charge of assault and battery. Who was the victim? The young man's mother. The boy was an only son, who had been greatly spoiled by his mother. She went to work, while he stayed home and slept. She took in washings in order to make ends meet and gave him everything she possibly could for his comfort. Frequently, when he did not have enough money to buy cigarettes or liquor with, he would sell one of the pieces of furniture. The house became so bare, that the only pieces left were a stove and a bed. One day, while the mother was doing someone's washing, the son called in a second-hand furniture and wanted to sell the stove in order to get some money. The mother objected, saying that she would no longer be able to take in washings if the stove were sold. The mother tried to stop the sale, and the boy, filled with liquor, picked up a club and hit his mother over the head. Her screams brought the neighbors, who called the police. The boy was brought into court and the mother pleaded with the judge to let him go, that he was a good boy, etc. But the judge, wise in experience of cases such as this one, sentenced the boy to sixty days, in order to teach him a lesson.

29. Why did this boy treat his mother so? She did everything she possibly could to make him happy. She, like millions of other mothers, think that IT IS WHAT YOU DO FOR YOUR CHILDREN THAT COUNTS. No dear reader, it is not. IT IS WHAT YOU ARE. Even though the mother gave her son everything he could want, still he did not respect her and did not look up to her. All her life had been spent on taking care of her son and not

one minute did she spare on trying to improve herself in order to gain and hold the respect of her child. She did not understand and no one is really to blame, if they do not understand. The Master Psychologist said, "Forgive them Father, for they know not what they do." This poor woman thought that it was by doing these things for her son, that she could make him love her. You cannot make anyone love you that way. The only way that you can gain the respect and love of anyone is by being your better self constantly. By continual self-improvement, you will make people look up to you and respect you for **WHAT YOU ARE AND NOT FOR WHAT YOU DO FOR THEM**. This may seem hard to believe, but it is the **TRUTH**. If you have been one who has tried the other method, now try the "Self-Improvement" method and watch results. Too Late? No, it is never too late!

30. In the book, "Life Begins at Forty," by Pitkin, he very clearly points out that it is never too late to learn. With the modern system of education, such as night schools, correspondence courses, lectures, magazines of every description and on every subject and our public libraries, there is no reason why anyone cannot improve himself, if the desire to do so is strong enough. Some people ONLY THINK that they would like to improve themselves. Some people ONLY THINK that they would like to learn about certain subjects, but the person who really desires to learn and get ahead, will do so. Pitkin points out that Handel wrote "The Messiah," when he was fifty-six, and Bach the "Saint Matthew Passion," at forty-four. Haydn's best works all came after fifty and his "Creation" was done at sixty-seven. Beethoven improved with every passing year; his most wonderful melodies came between forty-five and fifty-seven. Wagner's "Tristan and Isolde", came at forty-six and "Parsifal" at sixty-nine. In painting, Leonardo did "Mona Lisa" at fifty-four, while Rembrandt's five or six greatest canvases were conjured after fifty. Frans Hals did some of his loveliest things after seventy, while Michelangelo's most tremendous conceptions were projected into paint between his fifty-ninth and eighty-ninth years.

31. Here is a selection which can be used to advantage by everyone of us; it is taken from "Things as They are" by George H. Doran Co., New York.

**"If you want a thing bad enough
To go out and fight for it,
Work day and night for it,
Give up your time and peace and your sleep for it,
If only desire of it
Makes you quite mad enough
Never to tire of it,
Makes you hold all other things tawdry and cheap of it,
If life seems empty and useless without it,
And all that you scheme and you dream is about it,
If you'll gladly sweat for it,
Fret for it, plan for it,
Lose all your terror of God and man for it,
If you'll simply go after the thing you want,
With all your capacity,
Strength and sagacity,
Faith, hope and confidence, stern pertinacity,
If neither cold poverty, famished and gaunt,
Nor sickness nor pain
Of body or brain
Can turn you away from the thing you want,
If dogged and grim, you besiege and beset it,
YOU'LL GET IT."**

32. We know of another case that is similar and yet quite different from the one we just told about. This one is about a son who had a very strong love for his mother. The father passed away early in life and the mother kept the little family together. She did what she could for her son. The boy grows into a young man and begins to take care of his mother. He keeps up a home for her and buys her every luxury he possibly can. He caters to all of her silly little whims. Soon he finds himself approaching the marriageable age. All of his friends are either married or engaged to be married. He too, would like to get married and keep his mother with him. Then he meets "the young lady" who interests him more than any of the others he has met, and now he becomes quite serious about marriage.

33. What happens? The mother, upon learning of her son's desire to get married, becomes selfish and pleads with him not to. She, selfishly realizing that his attentions will be divided between her and his wife, and wanting him all to herself, tells him of the difficulties of married life. She points out how few happily married couples there are. She tells how extravagant wives are and how they constantly keep their husbands hustling to keep their needs supplied. In short, she does everything possible to break up

the match and before long the son comes to believe that it would be better for all, if he does break up with the girl. The mother has really sold him on the point that "it is much better to stay with mother." Once more, the mother is happy in the thought that her son's attentions will not be divided between her and a wife. The son goes on doing everything to make the mother happy. He caters to her every need. Yet, the mother constantly nags and is always making new and greater demands upon him. No matter how much he does for her, it seems as though he cannot keep her satisfied. His life, after a fashion, goes on just as though he were a married man with a mean, nagging wife. All that he does for his mother and even the fact that he gave up the idea of getting married, to please her, does not matter because she is a selfish person.

34. Before long, the son becomes hardened to the world. His mother's constant nagging and selfishness has made him feel that the world is not such a happy place to live in. He asks himself, "What good is there in living?" He, like millions of others, is disappointed because there is so little "real appreciation" in what you do for others. IT ISN'T WHAT YOU DO FOR PEOPLE THAT COUNTS SO MUCH, AS IT IS WHAT YOU ARE. The young man's real duty to his mother was TO MAKE HER RESPECT HIM AND LOOK UP TO HIM. The fact that he failed to realize this principle, as do thousands of others, changed his entire life and made him a slave to circumstance, rather than A MASTER OF HIS OWN DESTINY.

35. One of our commandments tells us, "Thou shalt honor thy father and thy mother." One of our well known writers said, "How can you expect a child to honor his father and mother, if they do not honor him." The selfish mother did not understand the interpretation of this commandment. She wanted to make a slave of her child, and in succeeding to do this, she ruined his life. However, had the young man so improved himself in such a way to make the mother feel that he was her "superior," then she would have looked up to him with much respect. Had he done more to improve his own personality, he would have done more for his mother, than catering to all of her whims. The mother then would have respected his decision when it came time for him to get married and would have

made the "best of things" and everyone concerned would have been happy. Children do not ask to be born and consequently should be permitted to live their own lives to a certain extent. Therefore, parents should not expect too much from their children. But where there is a complete understanding and love and respect between the child and the parent and the parent and the child, you will find that selfishness does not exist in such a family. The child is eager to do as much as possible for the parents and the parents in return, are more than eager to do what they can for their children.

36. You probably have heard of a case where the father wronged his own daughter. How could this same daughter honor her father? We fail at times to analyze certain proverbs and selections from the Bible and as a result much harm is done. Thousands of lives have been influenced by the proverb, "Be yourself." What is really meant is to "Be Your Better Self." Had this same father been "His Better Self," instead of "Being Himself", this terrible crime would not have occurred.

37. Dear Reader, we sincerely hope that in the "PSYCHOLOGY OF DOING FAVORS FOR PEOPLE" you will learn to understand the REAL INTERPRETATION OF DOING FAVORS FOR PEOPLE. Whatever you do, if you have been in the habit of doing favors for people, continue to do so. However, in the event that you find yourself DISAPPOINTED OR DISRESPECTED BY THESE SAME PEOPLE FOR WHOM THE FAVORS HAVE BEEN DONE, you will know the REASON WHY. YOU WILL NOT BECOME HARDENED TOWARD THE WORLD AND GET THE IMPRESSION THAT ALL PEOPLE ARE LIKE SNAKES. WHEN YOU DO A FAVOR FOR SOMEONE, DO IT BECAUSE YOU REALLY WANT TO DO IT AND NOT FOR WHAT YOU MAY GET OUT OF IT. But also remember this -- AT NO TIME DO "TOO MUCH" FOR PEOPLE. Someone said, "When you are too good, you are no good." We really believe this is so. When you are too good to a person, you spoil him. Just as you spoil a child, so can you spoil an adult. The person who appreciates, can stand being treated "too good" because he appreciates everything that is being done for him, but the trouble is that the majority of the people do not appreciate what is done for them.

38. Frequently the question is asked, "How will I know when I am treating a person too good? Most of us like to be good to others. For instance, if we have an especially good friend and we like to do everything possible to help this person, we may do many favors for him and he has never taken advantage of it, or of you. Then suddenly, you begin to realize that he is beginning to "take advantage of you" and THEN YOU WILL KNOW THAT THE TIME HAS ARRIVED TO "CHECK" BEING TOO GOOD. You will have to refuse the next favor that is asked of you. You will have to refuse the next favor whether you want to or not, no matter how much it may hurt you, IF YOU WANT TO RETAIN THE RESPECT OF THIS PERSON. The point is, that as soon as the person for whom you are doing favors, starts to take advantage of you, then you must put a stop to your kindness, or you will lose this person's respect and before long, his friendship as well.

39. We appreciate the fact that it is not always easy to recognize the psychological moment when to check "on being too good," but with a re-reading of these pages several times, it will not be long before you will grasp the idea with little difficulty. We know the case of the "spoiled child" but it is just as easy to have a "spoiled adult" on our hands, as well. By all means, be of service to people, but do not make a slave of yourself for them. Nature does not make herself a slave for anyone, so why should we, who work with nature, make slaves of ourselves. Many great men, and many who have contributed to the making of history, who have given of their lives in the service of humanity, have died of broken hearts, because what they did was not appreciated by their people. Long afterward their names and deeds were sung with praise, but it was then too late, for the one who needed this praise and appreciation while he lived.

40. Now dear reader, let us summarize this "Psychology of Doing Favors for People."

1. It isn't what you do for people that counts, as much as it is what you are.
2. Make people like you for what you are, rather than for what you do for them
3. "Be your better self" at all times.

4. **Always seek to improve yourself, and you will then retain the respect of people.**
5. **It is never too late to learn -- if you so desire it.**
6. **Be "good" to people -- but do not be "too good." Stop, when you find them taking advantage of you.**
7. **When you do something for someone, do it because you really want to and not for what you are going to get out of it. Then you will find real joy.**
8. **Do not blame people for not understanding certain facts of life. Rather use the remark of the Master Psychologist who said, "Forgive them Father, for they know not what they do."**
9. **Do not become hardened toward humanity, if, when doing favors for people, you are disappointed. You will know the reason why.
REMEMBER? IT ISN'T WHAT YOU DO FOR PEOPLE THAT COUNTS SO MUCH, AS IT IS WHAT YOU ARE.**
10. **Improve your personality constantly.
Make your life happy, by living one minute at a time. Keep that minute happy, and before long it will stretch into hours, days and years of real happiness. Soon, you will find yourself, one of the fortunate "few" to be happy.
REMEMBER, THAT NOTHING IS TOO GOOD TO LAST.**

Life is a loom and we are the weavers:
the strong, sweet principles of truth and
honesty and justice are the warp, and
OUR THOUGHTS AND DEEDS -- carried to and fro
in the swiftly moving shuttles -- make up the
wool; and the woven web is the life eternal.
For the Master Weaver is the Lord of Love,
and He sets the patterns, simple or complex,
according to our ability, and lays the formula
before us, and leaves us to our task. OURS IS
TO SPOIL THE WEB OR WEAVE IT INTO TRANSCENDENT
BEAUTY.

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