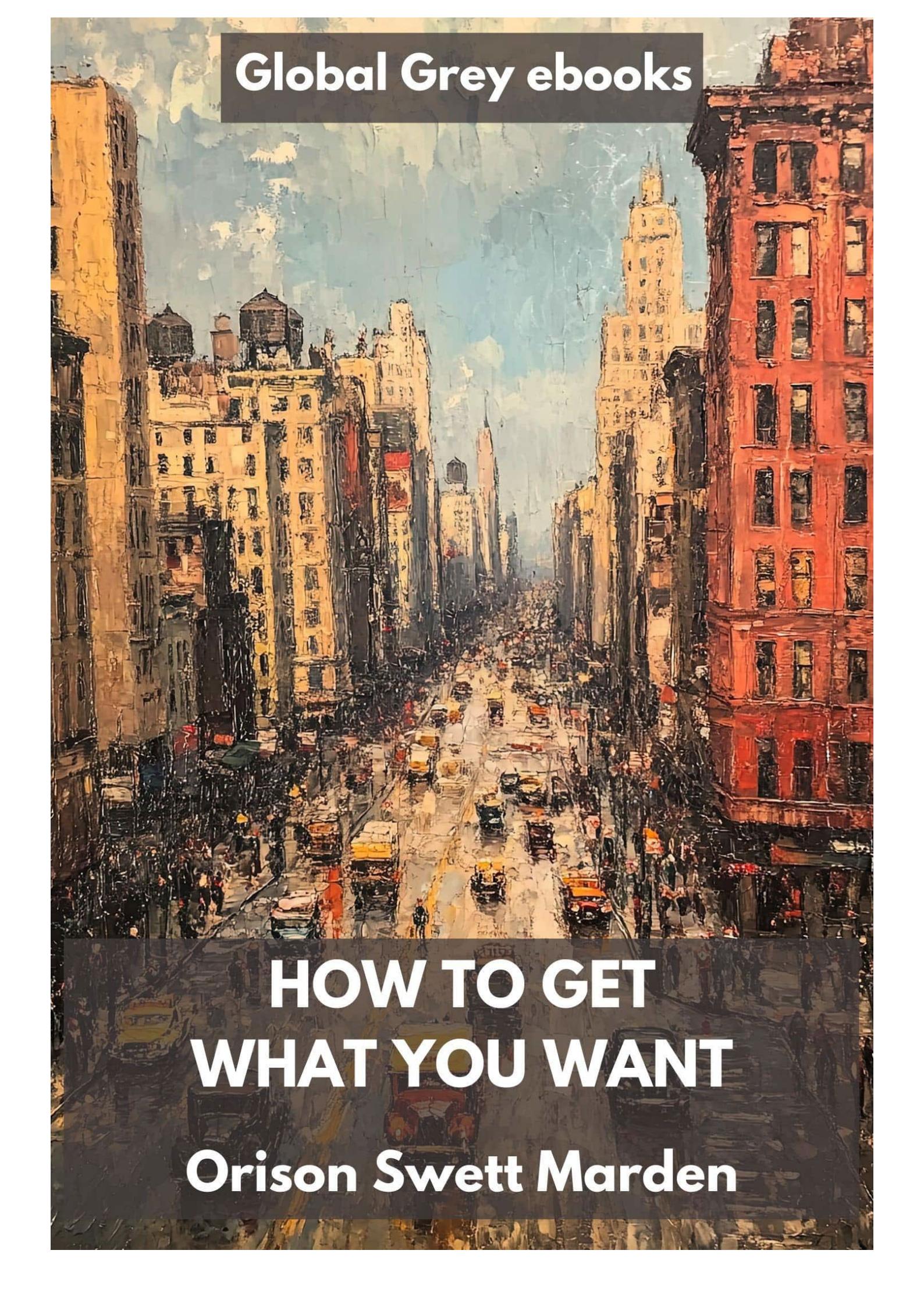


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HOW TO GET WHAT YOU WANT

Orison Swett Marden

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Chapter 1. Something Touched Him

The most valuable thing which ever comes into a life is that experience, that book, that sermon, that person, that incident, that emergency, that accident, that catastrophe—that something which touches the springs of a man's inner nature and flings open the doors of his great within, revealing its hidden resources.

A cub lion, as the fable runs, was one day playing alone in the forest while his mother slept. As the different objects attracted his attention, the cub thought he would explore a bit and see what the great world beyond his home was like. Before he realized it, he had wandered so far that he could not find his way back. He was lost.

Very much frightened, the cub ran frantically in every direction calling piteously for his mother, but no mother responded. Weary with his wanderings, he did not know what to do, when a sheep, whose offspring had been taken from her, hearing his pitiful cries, made friends with the lost cub, and adopted him.

The sheep became very fond of her foundling, which in a short while grew so much larger than herself that at times she was almost afraid of it. Often, too, she would detect a strange, far-off look in its eyes which she could not understand.

The foster mother and her adopted lived very happily together, until one day a magnificent lion appeared, sharply outlined against the sky, on the top of an opposite hill. He shook his tawny mane and uttered a terrific roar, which echoed through the hills. The sheep mother stood trembling, paralyzed with fear. But the moment this strange sound reached his ears, the lion cub listened as though spellbound, and a strange feeling which he had never before experienced surged through his being until he was all a-quiver.

The lion's roar had touched a chord in his nature that had never before been touched. It aroused a new force within him which he had never felt before. New desires, a strange new consciousness of power possessed him. A new nature stirred in him, and instinctively, without a thought of what he was doing, he answered the lion's call with a corresponding roar.

Trembling with mingled fear, surprise and bewilderment at the new powers aroused within him, the awakened animal gave his foster mother a pathetic glance, and then, with a tremendous leap, started toward the lion on the hill.

The lost lion had found himself. Up to this he had gamboled around his sheep mother just as though he were a lamb developing into a sheep, never dreaming he could do anything that his companions could not do, or that he had any more strength than the ordinary sheep. He never imagined that there was within him a power which would strike terror to the beasts of the jungle. He simply thought he was a sheep, and would run at the sight of a dog and tremble at the howl of a wolf. Now he was amazed to see the dogs, the wolves, and other animals which formerly had so terrified him flee from him.

As long as this lion thought he was a sheep he was as timid and retiring as a sheep; he had only a sheep's strength and a sheep's courage, and by no possibility could he have exerted the strength of a lion. If such a thing had been suggested to him he would have said, "How could I exert the strength of a lion? I am only a sheep, and just like other sheep. I cannot do what they cannot do." But when the lion was aroused in him, instantly he became a new creature, king of the forest, with no rivals save the tiger and the panther. This discovery doubled,