

Hello All,

I hope this email finds you safe and well. Some contents of this email will only pertain to some who read it; you know who you are, but the story Three Feet From Gold is for everyone. It's a great read. Please do not skip it.

We all have a lot of things going on these days, as always. If you look back on your life, we have always had many things going on, and we made time for the tasks we felt were important and put off many more that were equally important.

I can see that some still need to complete the assignments given to them and have not been logging into the website. Please reply to this email if you need to put a hold on your program. We want to avoid counting the missed time against the time you can access the program. We are more than happy to accommodate you.

If you come home from a hard day's work and decide maybe tomorrow, you will complete your assignments or watch a class recording; perhaps you don't feel like doing it. Please read the story below; it's pretty inspiring.



THREE FEET FROM GOLD

One of the most common causes of failure is the habit of quitting when one is overtaken by temporary defeat. Every person is guilty of this mistake at one time or another.

An uncle of R. U. Darby was caught by the "gold fever" in the gold-rush days and went west to DIG AND GROW RICH. He had never heard that more gold had been mined from the brains of men and women than ever taken from the earth. He staked a claim

and went to work with a pick and shovel. The going was hard, but his lust for gold was definite.

After weeks of labor, he was rewarded with discovering the shining ore. He needed machinery to bring the ore to the surface. Quietly, he covered up the mine, retraced his footsteps to his home in Williamsburg, Maryland, and told his relatives and a few neighbors of the "strike." They got together money for the needed machinery and had it shipped. The uncle and Darby went back to work at the mine.

The first car of ore was mined and shipped to a smelter. The returns proved they had one of the richest mines in Colorado! A few more cars of that ore would clear the debts. Then would come the big killing in profits.

Down went the drills! Up went the hopes of Darby and Uncle! Then something happened! The vein of gold ore disappeared! They had come to the end of the rainbow, and the pot of gold was no longer there! They drilled on, desperately trying to pick up the vein again—all to no avail.

Finally, they decided to QUIT.

They sold the machinery to a junk man for a few hundred dollars and took the train back home. Some "junk" men are dumb, but not this one! He called in a mining engineer to look at the mine and do a little calculating. The engineer advised that the project had failed because the owners were unfamiliar with "fault lines." His calculations showed that the vein would be found JUST THREE FEET FROM WHERE THE DARBYS HAD STOPPED DRILLING! That is exactly where it was found!

The "Junk" man took millions of dollars in ore from the mine because he knew enough to seek expert counsel before giving up.

Most of the money which went into the machinery was procured through the efforts of R. U. Darby, who was then a very young man. The money came from his relatives and neighbors because of their faith in him. He paid back every dollar, although he spent years doing so.

Long afterward, Mr. Darby recouped his loss many times over when he discovered that DESIRE could be transmuted into gold. The discovery came after he went into the business of selling life insurance.

Remembering that he lost a huge fortune because he STOPPED three feet from gold, Darby profited from the experience in his chosen work by the simple method of saying to himself, "I stopped three feet from gold, but I will never stop because men say 'no' when I ask them to buy insurance."

Darby is one of a small group of fewer than fifty people who sell more than a million dollars in life insurance annually. He owes his "stickability" to the lesson he learned from his "quitability" in the gold mining business.

Before success comes into any person's life, they will meet with temporary defeat and, perhaps, some failure. When defeat overtakes a person, the easiest and most logical thing to do is to QUIT. That is exactly what the majority of people do.

More than five hundred of the most successful people this country has ever known told the author their greatest success came just one step beyond the point at which defeat had overtaken them. Failure is a trickster with a keen sense of irony and cunning. It takes great delight in tripping one when success is almost within reach.

Hope that helps and have a great weekend,