

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO INFORMATION LETTER OF 20 MARCH 1964

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POSTULATES

This poem, written by an unknown author, seems to indicate the force of postulates.

ALL IN THE STATE OF MIND

If you think you are beaten you are.

If you think you dare not you don't.

If you'd like to win but think you can't

It's almost a cinch that you won't.

If you think you'll lose—you've lost—

For out in the world you find

Success begins with a fellow's will:

It's all in the state of mind.

Full many a race is lost

Ere ever a step is run;

And many a coward fails

Ere ever his work's begun.

Think big and your deeds will grow.

Think small and you'll fall behind.

Think that you can and you will.

It's all in the state of mind.

*If you think you're outclassed you are;
You've got to think high to rise.
You've got to be sure of yourself before
You can ever win a prize.
Life's battles don't always go
To the stronger or fastest man;
But soon—or late—the man who wins
Is the fellow who—thinks he can.*

Author Unknown

L. RON HUBBARD
Founder