People who do not succeed have one distinguishing trait in common. They know all the reasons for failure and have what they believe to sir-tight alibis to explain away their own lack of achievement.

- If only I had time...
- If times were better...
- If other people understood...
- If conditions around me were only different...
- If I could live my life over again...
- If I did not fear what “They” would say...
- If I had been given a chance...
- If I were only younger...
- If I had the talent that some people have...
- If I dared assert myself...
- If only I had someone to help me...
If I could just get started…
If my talents were known…
If I could just get a “break”…
If I didn’t have so many worries…
If I were sure of myself…
If luck were not against me…
If I didn’t have to work so hard…
If I didn’t have a past…
If other people would only listen to me…
If—and this is the greatest of them all—if I had the courage to see myself as I really am…

Building alibis with which to explain away failure is a national pastime. The habit is as old as the human race and is fatal to success!