

well. Most of the time we are in transit and do not even hear what the man says.

But, if you can think twice as fast as any man can talk, and I know you can, it should not be a handicap. Deliberately this morning I have been trying to talk 200 words a minute instead of 100, for two reasons:

1. I wanted to cover twice as much material in 50 minutes as I could possibly cover at 100 a minute.

2. I wanted to eat up some of the differential between my slow, bumbling, speech speed and your rapid thought speed, and it has not done me a lick of good.

The average cruising speed of thought of this particular audience will run well over 800 words a minute. You wanted to go somewhere four times faster than I could travel. No doubt it has been a handicap to both of us. But, if you can think four times faster than any man ever talks, it should not be a liability, for Heaven's sake. It ought to be the proudest asset we own. To convert what appears to be a liability into an asset requires only the continual practice of three mental activities every time we hear sustained discourse. I call these three things the ingredients of concentration.

Ingredient No. 1 is to anticipate the man's next point. Run ahead of him mentally, try to guess what point he is going to make, and think of it with a capital letter attached. Then check up to see whether you guessed right or wrong. If you guessed right, the point gets to your cortex twice instead of once. Learning is reinforced. If you guess wrong you are still the winner.

Out of curiosity most of us begin to compare Z with A, the point we guess and the one he made, and we are then applying one of the three oldest laws of learning in the textbook, which is that we learn best by contrast or comparison with something else.

Ingredient No. 2 is to identify what he has for evidence. No longer can a man go through life just asserting points. He has to build them, to be able to identify the bricks, the mortar, the steel and the wood with which the speaker supports each point he makes.