

**Whether You Think You
Can Or You Can't
You're Probably Right**

If you think you are beaten, you are;
If you think that you dare not, you don't;
If you'd like to win, but you think you can't,
It's almost certain you won't.

If you think you'll lose, you've lost;
For out in the world you'll find
Success begins with a fellow's will.
It's all in the state of mind.

If you think you are 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 faster man;
But sooner or later the man who wins
Is the man who thinks he can.

A plaque has hung in my office for many years carrying the above selection of free verse. I am not aware of it's origin, but consider it a pertinent guideline for one to pursue in life and toward specific goals as well. It has always provided an energizing thrust to my career in golf.

Arnold Palmer - Professional Golfer