

chapter one
HOW DO I LOVE ME?

How do I love me?

Not an easy question to answer for some; for others, an integral part of life. Your ability to love yourself—your measure of self-esteem—is your greatest tool for emotional survival.

Self-esteem is a result of those potentials (what you are) as well as those behaviors (what you can do) that are expressly appreciated by others—first parents, then peers. What happens when you realize the glaring discrepancy between your perception of yourself and the way you think you ought to be? Everyone has felt this discrepancy, and what happens to you at that moment depends a great deal on your basic sense of self-worth. If your sense of self-worth is usually high, you'll probably retain faith in yourself and bridge—or appreciably narrow—the gap. On the other hand, if your sense of self-worth is low, you'll probably become a victim of a self-fulfilling prophecy: You believe the negative inferences that others have made about you, and you eventually may make them come true.

Before you start reading this book, get a good idea of where you stand. Take the self-evaluation test that follows. You'll get a good idea of how much you love yourself. The results will guide you through the rest of this book and will make the journey much more meaningful.

SELF-ESTEEM EVALUATION*

Score as follows: 0 if not true; 1 if somewhat true; 2 if largely true; 3 if true.

1. I usually feel inferior to others.
2. I normally feel warm and happy toward myself.
3. I often feel inadequate to handle new situations.
4. I usually feel warm and friendly toward all I contact.
5. I habitually condemn myself for my mistakes and shortcomings.
6. I am free of shame, blame, guilt and remorse.
7. I have a driving need to prove my worth and excellence.
8. I have great enjoyment and zest for living.
9. I am much concerned about what others think and say of me.
10. I can let others be "wrong" without attempting to correct them.
11. I have a strong need for recognition and approval.
12. I am usually free of emotional turmoil, conflict and frustration.
13. Losing normally causes me to feel resentful and "less than."
14. I usually anticipate new endeavors with quiet confidence.
15. I am prone to condemn others and often wish them punished.
16. I normally do my own thinking and make my own decisions.
17. I often defer to others on account of their wealth or prestige.
18. I willingly take responsibility for the consequences of my actions.
19. I am inclined to exaggerate and lie to maintain a self-image.
20. I am free to give precedence to my own needs and desires.
21. I tend to belittle my own talents, possessions and achievements.
22. I am free to speak up for my own opinions and convictions.
23. I habitually deny, alibi, justify or rationalize my mistakes and defeats.
24. I am usually poised and comfortable among strangers.
25. I am very often critical and belittling of others.
26. I am free to express love, anger, hostility, resentment, joy, etc.
27. I feel very vulnerable to others' opinions, comments and attitudes.
28. I rarely experience jealousy, envy or suspicion.
29. I am a "professional people pleaser."
30. I am not prejudiced toward racial, ethnic or religious groups.
31. I am fearful of exposing my "real self."
32. I am normally friendly, considerate and generous with others.
33. I often blame others for my handicaps, problems and mistakes.

34. I rarely feel uncomfortable, lonely and isolated when alone.
35. I am a compulsive "perfectionist."
36. I accept compliments and gifts without embarrassment or obligation.
37. I am often compulsive about eating, smoking, talking or drinking.
38. I am appreciative of others' achievements and ideas.
39. I often shun new endeavors because of fear of mistakes or failure.
40. I make and keep friends without trying.
41. I am often embarrassed by the actions of my family or friends.
42. I readily admit my mistakes, shortcomings and defeats.
43. I experience a strong need to defend my acts, opinions and beliefs.
44. I take disagreement and refusal without feeling "put down", or rejected.
45. I have an intense need for confirmation and agreement.
46. I am eagerly open to new ideas and proposals.
47. I customarily judge my self-worth by comparison with others.
48. I am free to think any thoughts that come into my mind.
49. I frequently boast about myself, my possessions and achievements.
50. I accept my own authority and do as I, myself, see fit.

Scoring: To obtain your Self-Esteem Index, add the individual scores of all even-numbered statements (i.e., nos. 2, 4, 6, 8, etc.). From this total subtract the sum of the individual scores of all odd-numbered statements (i.e., nos. 1, 3, 5, 7, etc.). This *net score* is your *current* Self-Esteem Index, or SEI. For example: If the sum of all the individual scores of the even-numbered statements is 37 and the sum of all the individual scores of the odd-numbered statements is 62, your SEI is 37 - 62 or a *minus* 25. The possible range of one's Self-Esteem Index is from -75 to +75. Yours will fall somewhere in between. Do not be concerned about your SEI, no matter how low, or even *negative*. Remember, your self-esteem simply is what it is, the *automatic* product of your heritage and total life experience; and thus nothing to be ashamed or embarrassed about. It is important, however, that you be honest with yourself in order to obtain as valid a score as possible. For this score is a beginning reference point in gauging your progress in building self-esteem. Also remember that no matter how low your present SEI may be, you can bring it up to any desired value by conscientious effort.

You may find comfort in the fact that lack of sound self-esteem is practically a universal problem that varies only in degree. It is, however, often so well camouflaged by false fronts and other protective devices that only a trained observer can detect it.

*L. S. Barksdale, *Building Self-Esteem* (Idyllwild, Calif.: The Barksdale Foundation, 1972), pp. 6-8.

Where do you go from here?

Start to make changes. They are important: The most critical aspect of good mental and emotional health is your ability to like and respect yourself. No value judgment is more important to you than the one you pass on yourself—not a conscious, verbalized judgment, but a feeling that can be difficult to isolate and identify because you experience it constantly.

"Our Self-Esteem is an emotion—not an intellectual inventory of our favorable characteristics, but how warm, friendly and appreciative we actually feel toward ourselves. It is the degree that we consciously or non-consciously accept and like ourselves, despite our mistakes and human frailties. It is not egotism!"¹ It is the individual's feeling about himself or herself as a person, a feeling that has profound effects on his or her emotions, desires, values, and goals.² "Our basic need and urge is to 'feel good' about ourselves, mentally, physically, and emotionally."³

If I am not for myself, who will be?

Ethic of the Fathers, Talmud

Self-concept, which is a big part of self-esteem, is not one entity. It is the "sum total of the view which an individual has of himself."⁴ Everyone has feelings about himself or herself in the physical, intellectual, social, and emotional realms. In addition, the self-concept is made up of perceptions, attitudes, and ideas. Perceptions are sensory data about the self, whereas attitudes are emotionally toned ideas that are directed toward or against something. People direct attitudes toward others and in turn perceive others' attitudes toward them; this enters into their self-concept.

Experience and outside influences help forge the self-concept, and the self-concept helps determine the outcomes of various situations. Thus, every experience is given meaning by an individual's self-concept. "The self-concept is like an inner filter—every perception that enters the individual must go through the filter. As each perception passes through the filter, it is given meaning, and the meaning given is determined largely by the view the individual has of himself."⁵

Self-concept is formulated early in life. Parents have a large part in the developing self-concept of the child because they are the primary models with whom the child initially associates; parents are the pri-

mary feedback agents for the child's behavior and attitudes and the primary evaluators of the child's behavior. Even though self-concept can change throughout life, it is originally shaped and developed by the relationship between parent and child.

The child is the crucible in which the concept of self-esteem is forged. And true self-esteem is . . . a confidence in one's own worth. A child's self-esteem develops out of contacts with significant others who communicate his worth to him in many ways. But a lack of this feeling can easily be engendered in a child by parents or others who continually make derisive remarks about him.

Imagine, on the one hand, a child who is continually praised and encouraged by his parents for his many and varied efforts; and on the other hand, a child who is always berated, made fun of, and told of his stupidity. The former is likely to develop a feeling of confidence in his own capacities, while the latter may come to perceive himself as incompetent, inept, and worthless.

Lou Benson

Just as self-concept is a vital part of self-esteem, so are self-confidence and self-respect. Self-confidence means that a person knows that he or she is competent to think, judge, and know; it doesn't permit that person to think that he or she is infallible. Self-respect indicates that a person feels a sense of self-worth. We all judge ourselves according to some standard, and whether or not we measure up to that standard determines our feelings of self-worth. It has been said that a "man makes himself worthy of living by making himself confident to live."⁶

No one should feel the need to prove his or her worth. Everyone has an innate worth, and "no one is one iota more or less worthy, more or less important than another" person.⁷ Maxwell Maltz asserts that it is everyone's fundamental right to feel "as good as another [person] and that we are all children of God, born with rights to happiness and to the feeling that we are human beings of dignity. . . . Your greatness comes from your recognition of the best in yourself, from the human dignity that you give yourself, from the sense of self-respect that is your present to yourself from yourself every day of the year—not just on Christmas."⁸

Before, I thought I was actually fighting for my own self-worth; that is why I so desperately wanted people to like me. I thought

their liking me was a comment on me, but it was a comment on them.⁹

Hugh Prather

Self-acceptance means liking the total you. In other words, you are worth as much as you think you are. Self-acceptance means the absence of complaint about yourself. "Complaining about yourself is a useless activity, and one which keeps you from effectively living your life."¹⁰ Even though you should foster feelings of self-respect and self-acceptance, it is often easier and less risky to put yourself down than to build yourself up.

A person who doubts himself is like a man who would enlist in the ranks of his enemies and bear arms against himself. He makes his failure certain by himself being the first person to be convinced of it.

Alexandre Dumas

A self-accepting person has the following characteristics:¹¹

- Actively participates in life
- Is objective and spontaneous
- Is emotionally and intellectually honest
- Understands problems that arise in life, and accepts his or her limitations in solving them
- Accepts the pleasure and discomforts that come with self-revelation
- Takes a reasonable view of life
- Is able to accept the limits of his or her talents and abilities, and to share in others' talents
- Doesn't brood about missed opportunities, lost causes, errors, and failures, but looks instead for the knowledge and experience they contribute to life
- Does not have irrational emotions
- Is able to endure solitude on a limited basis
- Can handle unconventionality at times, but not simply for the sake of rebellion
- Is not rigid with respect to rules
- Grants others their right to opinions and values
- Accepts, nourishes, trusts, respects, and loves self
- Has a genuine interest, caring, concern, and respect for self

To thine own self be true.

And it must follow as the night the day, thou canst not be false to any man.

William Shakespeare

It's a pretty big order: Self-esteem encompasses accepting yourself, nourishing yourself, trusting yourself, respecting yourself, and loving yourself—that is, having a genuine interest, caring, concern, and respect for yourself.

There is no greater responsibility in the world than being a human being and loving yourself. "To love oneself is to struggle to rediscover and maintain your uniqueness."¹² Self-love means that you love yourself without demanding the love of others; giving love to others is directly related to how much you love yourself. Remember: You cannot give that which you don't possess yourself.

So much is a man worth as he esteems himself.

François Rabelais

Inadequate self-esteem comes from an inappropriate awareness. Unfortunately, people become programmed by false and distorted concepts that cause them to feel inadequate. Typical sources of low self-esteem include the following:

- Low parental esteem
- Belittling by parents, teachers, and peers
- Lack of appreciation expressed by parents, teachers, and peers
- Comparisons of children and their characteristics and talents by parents
- Lack of motivation to be independent
- False concepts given the individual by parents, teachers, and peers
- Demanding parents
- Parents that push children to fill needs that the parents never achieved
- Rivalry with an exceptionally talented brother or sister
- An unflattering physical appearance
- Adverse family, economic, social, cultural, and ethnic conditions
- Raising children on the basis of reward and punishment
- Overpossessiveness, overpermissiveness, and overcontrol
- A sense of guilt over affluence

- A high value being placed on material possessions
- Repeated defeats and failures
- Procrastination
- Lack of purpose in life
- Depending on others for a sense of worth
- Doing what comes easiest and never accepting challenges¹³

When people feel inadequate, they manifest symptoms of low self-esteem. A person with low self-esteem may have weight problems, a limp handshake, a weak voice, an unkempt appearance, postural problems, a frown, a lackluster appearance of the eyes, or a lack of eye contact when speaking to or interacting with others.

In terms of personality, a person with low self-esteem may suffer timidity, withdrawal or arrogance, a domineering attitude, or aggression; may display behavior that "masks" the real self with unnatural personality traits; may dominate conversation in social groups; may be demanding, critical, or rebellious; may be unable to admit mistakes or insecure; may compulsively smoke, drink, and talk; or may procrastinate.

Psychologically, someone with low self-esteem may be anxious, vacillating, unsure, absorbed with his or her problems, jealous, envious, suspicious, and self-hating, with a desire to be liked by everyone, to always be right, and to be recognized for his or her achievements.¹⁴

Man's greatest fear is not of dying, but of feeling unfit to live.

Nathaniel Branden

It's sometimes hard, amid constant challenges, to maintain a healthy respect and love for yourself, but some simple tactics can help.¹⁵

Learn the truth about yourself—but don't be brutal. You can build your self-esteem by increasing your awareness of your heritage and all of your life experiences. Take a little time for self-exploration by examining your thoughts, speech, desires, actions, needs, inner urges, compulsive drives, emotional reactions, moods, attitudes, values, concepts, assumptions, mistakes, defeats, and problems. Too many people overlook their successes and their attributes, concentrating instead on failures and weaknesses.

As you observe everything about yourself, don't condemn. Make

sure that your truth about yourself is real, and that you acknowledge all of your good and positive qualities. If you find that you are always finding fault with yourself, your awareness may need to be reprogrammed. You need to "consciously generate positive feelings of self-esteem that will replace or cancel out old feelings of inferiority and inadequacy that have been accumulating at a non-conscious level since your earliest childhood."¹⁶

A man's interest in the world is only the overflow of his interest in himself.

George Bernard Shaw

Realize that there are three keys to self-esteem: You need to seek to identify your needs and strive to realize them; you need to try to find out who you are in relation to others; and you need to understand that there is a greatness in all people (both in yourself and in others).¹⁷

You should ask yourself, "Who am I really? How can I get in touch with my real self? How can I become myself?" Too often, we find ourselves living, thinking, feeling, and behaving as we assume others think we should rather than as *we* think we should. By doing this, we deny our real selves. Self-understanding has to start with you: You have to understand how to endow your own life with meaning. You must realize that you are as good as the next person, and that your needs are individual.

Keep your eyes on your goals despite discouragement, and project yourself into reality. Lose your fear of uncertainty and live with the fact that uncertainty will always exist. A person with self-esteem wrestles with uncertainties rather than denying them.

Self-trust is the first secret of success.

Ralph Waldo Emerson

Use your imagination and your ability to create mental pictures to plot out your future and to relive the situations where you were triumphant. Don't use your imagination to dwell on failures; relive successful situations until they blot out unsuccessful ones. Banish self-pity. Instead of storing fears and anxieties in your imagination, store moments of progress and courage.

Learn to relax. No one can keep up a constant, driving pace without becoming worn out and depressed. Take time out from your busy schedule to enjoy yourself and to ease stress and tension.

No one is perfect—and that includes you. Don't be chained to the past. Don't continue being the way you've always been just because you think you can't change. Forgive yourself for your past mistakes. Move forward now, and try harder, but don't let your past imperfections hold you back. "However you are, it's alright to be that way."¹⁸ Understand that what a person really *is* is distinct from what he or she *does*; after all, "failure is simply someone else's opinion of how a certain act should have been completed."¹⁹ If you wait to achieve perfection, you will find that you will not try anything that may result in failure. Doing is more important than succeeding; try something unconventional to add spice and an element of self-confidence to your life.

If you ever doubt that perseverance can overcome obstacles, or that greatness is often preceded by adversity, consider this biographical sketch of a politician:

1832: Lost job
 1832: Defeated for legislature
 1833: Failed in private business
 1834: Elected to legislature
 1835: Sweetheart dies
 1836: Nervous breakdown
 1836: Defeated for house speaker
 1843: Defeated for nomination to Congress
 1846: Elected to Congress
 1848: Lost renomination
 1849: Ran for land officer and lost
 1854: Defeated for Senate
 1856: Defeated for nomination for Vice-President
 1858: Defeated for Senate again
 1860: Elected President of the United States

The politician was, of course, Abraham Lincoln.²⁰

Philip Goldberg

Discover the present you and all your possibilities. Don't engage in futile emotions such as guilt about what has been done or worry about what might be done.

Accept everything about yourself—I mean everything—not some things—everything. Every feeling, idea, hope, fear, smell, appearance—it is you and it is good. . . . You can do anything you choose to do; you can enjoy anything you choose to take part in, to be aware of. You are you and that is the beginning and the end—no apologies, no regrets—you are what you want—because you are you—and who can doubt that—who could want more—you have everything there possibly is—there is no more—you are everything—and you are so large and immense that you could never find the top or bottom—you will spend a lifetime enjoying the search—you will enjoy every minute—there is so much to know and experience within yourself.²¹

James A. Gold

Avoid labeling yourself. People often wrongly label themselves negatively, and they are sometimes wrongly labeled negatively by others. Labels can be leftovers from former days, times, and situations; they can program you for failure and keep you from a good deal of growth and pleasure. They can create a self-defeating pattern. Avoid using expressions that begin with "I'm _____," especially if they're negative.

The greatest evil that can befall man is that he should come to think ill of himself.

Goethe

Cultivate that winning feeling—the feeling and spirit that enable you to conquer hardships and move mountains. If you are able to cultivate such a feeling, it will pull you through crises when your equilibrium may be momentarily shaken.

Examine your habits. If you have bad ones, work on changing them. If you have good ones, continue them. Habits that harm you and that cause you to lose self-respect can seriously cripple your self-esteem and will continue to do so until they are changed.

If you alter your thoughts, your actions will change rapidly because your thoughts dictate your circumstances. Actively direct and control your thoughts; don't just passively avoid unpleasant thoughts.

Unmask your true feelings; learn to accept how you feel and to confront your emotions. You would never drive on a freeway at fifty-five miles an hour with a blindfold covering your eyes—nor should you speed through life with emotional blinders that may head

Bill of Rights for Winners

1. You have the right to be you—the way you are, the way you want to be.
2. You have the right to grow, to change, to become, to strive, to reach for any goal, to be limited only by your degree of talent and amount of effort.
3. You have the right to privacy—in marriage, family, or any relationship or group—the right to keep a part of your life secret, no matter how trivial or important, merely because you want it to be that way. You have the right to be alone part of each day, each week, and each year to spend time with and on yourself.
4. You have the right to be loved and to love, to be accepted, cared for, and adored, and you have the right to fulfill that right.
5. You have the right to ask questions of anyone at any time in any matter that affects your life, so long as it is your business to do so; and to be listened to and taken seriously.
6. You have the right to self-respect and to do everything you need to do to increase your self-esteem, so long as you hurt no one in doing so.
7. You have the right to be happy, to find something in the world that is meaningful and rewarding to you and that gives you a sense of completeness.
8. You have the right to be trusted and to trust and to be taken at your word. If you are wrong, you have the right to be given a chance to make good, if possible.
9. You have the right to be free as long as you act responsibly and are mindful of rights of others and of those obligations that you entered into freely.
10. You have the right to win, to succeed, to make plans, to see those plans fulfilled, to become the best you that you can possibly become.²²

D. S. Viscott

you on a collision course. It's critical that you confront your feelings toward others so that you can honestly evaluate your feelings about yourself.

Learn to accept your weaknesses. You've probably isolated a few that have bothered you for years, but just because you are no good at math does not mean that you are not a good person, worthy of your

respect and admiration. When temporary difficulties arise, do you blame yourself for your weaknesses and faults, deciding that you are a total failure? Change, and emphasize your positive characteristics instead.

Learn to accept yourself. Most people are never able to totally accept themselves—there are always new facets of the self that come with growth and that need acceptance. The great artist and sculptor Michelangelo created his statue *David* by chipping away everything that wasn't David. And that's what we must do—chip away and drop everything that isn't us. When we accept ourselves, we present our good side to others, and we have better feelings and acceptance toward others. This enables us to accept other people without fear of hurting ourselves.

No one can make you feel inferior without your consent.

Eleanor Roosevelt

Learn to maintain your worthy and happy self regardless of whether you solve life's problems. Sometimes you must merely learn to deal with your problems rather than solving them; recognize that problems are a part of the human condition, and don't measure your happiness by how few problems you have. You must realize that you have to deal with the world the way it is and the way you are.

I am *somebody*! I may be poor—but I am *somebody*! I may be in prison—but I am *somebody*! I may be uneducated—but I am *somebody*!

Reverend Jesse Jackson

Learn to laugh at yourself. Everybody makes mistakes, and you will, too, but you can't let them destroy your ability to move on and to achieve. Babe Ruth was one of the greatest baseball players who ever lived, yet if he had condemned himself every time he struck out, he would have destroyed his own confidence in his ability to play baseball at all.

Take five minutes each day to brag about yourself. Mention all your good qualities. Be specific. The Indian sage Meher Baba describes two kinds of perfection: a gradual change from the imperfect to the perfect, and the perfectness that exists now. With respect to the second

type of perfection, Baba states that no one in the world can be as perfect a you as you are right now.²³

Every man has the right to feel that "because of me was the world created."

Talmud

As well as verbalizing your positive attributes, you need to accept compliments that others pay. Be assertive! Assertiveness increases self-esteem: Do such things as greeting others, giving them compliments, using "I" statements, asking others for explanations of their beliefs, expressing your own feelings spontaneously, expressing disagreement (in good taste when you don't agree with the views of others), and holding eye contact.²⁴

Follow your own instincts and desires. If you've always loved animals and have wanted to be a veterinarian, don't go into accounting just because criticism from friends and parents has driven you away from veterinary science. If you're a man who's always wanted to be a nurse, don't shy away from the profession just because everyone tells you that only women should be nurses. Be yourself. Follow your dream. You'll find that you will like yourself more and will have more self-respect if you are true to yourself.

Set goals that will lead to a betterment of your self-esteem. Examine your life and find out what's right about it; design goals that will emphasize the positive aspects of your life. Determine the direction that your life will take. You need to take the responsibility for your own growth process, to imagine yourself being the actor instead of the one acted upon. Remember: Don't say "I can't" when the truth is "I won't."

Determine what's missing from your life. What's keeping you from having a really good feeling about yourself? Do you chronically procrastinate? Are those extra few pounds that are hugging your hips keeping you from meeting new people and trying new things? Set goals that will help you change your shortcomings.

Start by making a list of the goals you have set. Keep the list where you can see it every day (inside the cover of your chemistry textbook, taped to the bathroom mirror, or next to the telephone in the kitchen). You'll be able to assess the list each day and determine what

you've done toward meeting your goals; it will give you a sense of satisfaction and accomplishment. You'll start to like yourself better.

Be careful with goal setting: Done improperly, it can lead to frustration, despair, and disappointment instead of a sense of purpose and accomplishment. Stick to only a few goals at a time—no more than five. Perhaps you've got twenty-three goals you need to achieve; determine which two or three are most important to you right now, and go to work on those. Save the rest for later.

Be realistic in setting your goals. If you are thirty-four pounds overweight, don't expect to be at your ideal weight by Thanksgiving if fall is already nipping the air. If you and your sister have been fighting all your lives, don't expect to achieve a permanent peace; work, instead, on getting along just while you are home for spring break (when fighting and bickering upset your entire family).

Be specific. Don't jot down that you want to "lose weight"; instead, commit yourself, on paper, to "lose ten pounds by March 1." "Study calculus" won't bring as sure results as will "study calculus for fifteen minutes before calculus class." Write things down, and stick to your commitments.

Your self-esteem will improve greatly if you start doing nice things for yourself. Take time out from your classes, your part-time job, your volunteer work at the children's center, to do something you really like to do—play a game of tennis, read an interesting novel, take a nap. You do nice things for others you like, don't you?

Be grateful for yourself. Yes, for yourself. Be thankful. Understand that what a man is is something he can be grateful for, and ought to be grateful for.²⁵

William Saroyan

Thinking of others and striving to meet their needs can help you escape preoccupations with your own shortcomings and failures. Try joining a service group, or make a goal of doing something nice for someone else each week—drive a handicapped classmate to campus, visit a mononucleosis victim at the student health center, write a letter to your parents expressing your appreciation, visit a nursing home, bake some cookies to take to your neighbor.

Nothing is a greater impediment to being on good terms with others than being ill at ease with yourself.

Honoré de Balzac

Everyone needs to be cared for and understood; you can start by caring for and understanding yourself.

Sound easy?

Perhaps. But there are constant forces chipping away at the emotional base established by self-esteem—constant forces that cause us to look back, to glance over our shoulders.

Without these forces, life would be dull; we wouldn't exist, in fact. With these forces, life becomes a continual contest.

The forces? Stress and depression.

They claim thousands of victims each year; they destroy self-esteem in all its fragile stages. But you don't have to fall prey. Find out how by turning to the next chapter.

Notes

¹L. S. Barksdale. *Essays on Self-Esteem*. Idyllwild, Calif.: The Barksdale Foundation, 1977, p. 41.

²Maxwell Maltz. *The Magic Power of Self-Image Psychology* © 1964 by Dr. Maxwell Maltz. Englewood Cliffs, N.J. 07632: Prentice-Hall, 1964, pp. 199-204.

³L. S. Barksdale. *Building Self-Esteem*. Idyllwild, Calif.: The Barksdale Foundation, 1972, p. 15.

⁴Donald W. Felker. *Helping Children to Like Themselves*. Minneapolis, Minn.: Burgess, 1974, p. 2. Reprinted by permission of the publisher.

⁵Felker, p. 9.

⁶Nathaniel Branden. *The Psychology of Self-Esteem*. New York: Bantam, 1970, p. 114.

⁷Barksdale, p. 94.

⁸Maltz, p. 16.

⁹Hugh Prather. *I Touch the Earth, the Earth Touches Me*. New York: Doubleday, 1972.

¹⁰Wayne W. Dyer. *Your Erroneous Zones*. New York: Avon Books, 1976, p. 51.

¹¹Eugene C. McDonald, Bert Kruger Smith, and Robert L. Sutherland. *Self-Acceptance*. Austin, Tex.: University of Texas Printing Division, 1973, pp. 15-16.

¹²Leo Buscaglia. *Love*. New York: Fawcett Books Group—CBS Publications, 1972, p. 138.

¹³Barksdale, pp. 9-10.

¹⁴Barksdale, pp. 8-9.

¹⁵Maltz, pp. 199-204.

¹⁶Barksdale, p. 30.

¹⁷Maltz, p. 17.

¹⁸Victor Daniels and Laurence J. Horowitz. *Being and Caring*. Palo Alto, Calif.: Mayfield Publishing Company, 1976, p. 6.

¹⁹Dyer, p. 133.

²⁰Philip Goldberg. *Executive Health*. New York: McGraw-Hill, 1978, p. 112.

²¹James A. Gold, in Clark E. Moustakas. *Finding Yourself, Finding Others*. Englewood Cliffs, N.J.: Prentice-Hall, 1974.

²²D. S. Viscott. *How to Make Winning Your Life Style*.

²³Daniels and Horowitz, p. 10.

²⁴Daniel A. Girdano and George S. Everly, Jr. *Controlling Stress and Tension: A Holistic Approach*. Englewood Cliffs, N.J.: Prentice-Hall, 1979, p. 144.

²⁵William Saroyan. *Human Comedy*. New York: Harcourt Brace Jovanovich, Inc., 1971.