

## **It's All In the State of Mind**

by Walter D. Wintle

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.

Full many a race is lost  
ere even a step is run,  
And many a coward falls  
ere even 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 are out-classed, you are;  
You've got to think high to rise;  
You've got to be sure of yourself before  
You ever can win a prize,  
Life's battles don't always go  
To the stronger or faster man;  
But soon or late the man who wins  
Is the man who thinks he can.