

He said~~he said~~ it gave them confidence. They stepped forward. Instead of saying Look at this mistake here, that's no good and so on and dampening their spirits. One day he was in Detroit in the Detroit Edison Co. and there was a young fellow there who was working for the Detroit Edison Co. His parents thought he was surely going to be a failure in life. The two ~~older~~ older brothers each had a farm and were settled down, but this fellow had gone into a town and was working for the Edison Co. in the ~~elect~~ electric field. And they had a dinner and this fellow got a chance to sit next to Thos. A. Edison who had invented the electric light. And as he talked to Edison I've been thinking of making a carriage that will go around without making any horses drawing it. And he said, Edison said, That's a fairly simple thing. They've been doing that for years. But he said, To make one that's practical, that's rather difficult. He said, What do you have in Mind?" And this fellow drew some things and Edison said, ~~Wow~~ Well there's a good idea. I think here and here something might be a little improved but I'm sure you can work something good on it."He gave him a <sup>few</sup> good suggestions and encouraged him . So Henry Ford went out and built a carriage and got in it and drove out to see his folks and they said, Poor Henry, He'll never amount to anything in life. They said, the other ~~low~~ boys have got farms and they are getting along but Henry's gone in town working this fool thing among electric lights and here he comes driving out in a carriage without even a horse drawing it. The poor fellow he's off on some crazy tangent. But Henry Ford at this vital point in his life was encouraged because Edison instead of pointing out the flaws gave him a word of encouragement. When I was in college I saw ch. after church with a fine Christian minister and the man would die or move away and other people would come and would be on examination preaching whether they would get a call or not, and somebody would say, Oh I don't like that man's voice. Look at the way he talks through his nose, or look at the facial expression as he talks, or look at his wife, look at the clothes she wears. We don't want her for a minister's wife. And to hear all that sort of talk