

**Exercises — Write your answers in the space provided below.**

1. Our environmental conditioning teaches us to conform, to play it safe. It's an easy trap to fall into — one that all of us fall into to some extent. In adulthood, do you ever find yourself playing the game Earl Nightingale calls “follow the follower”?

2. Analyze the key people in your environment, those who have an important effect on you in your family, in your community, at work, and socially. Who possesses qualities you want to emulate?

3. How can you improve your “human environment”?