

Never noticed her  
Why I noticed her so much  
I made myself ridiculous  
Never noticed her  
But I made the blunder of trying to attract her  
attention instead of giving it  
When I said hello  
I had talked right past her  
When she looked at me  
I had glanced shyly to one side  
I had been so self-conscious,  
I acted self-conscious  
Notice others and let them notice my directness  
Whoo! Play it Phil! Whoo!  
Don't be scared; don't be shy.  
You'll never know until you try, buddy  
Fred is one of the richest people I have ever met  
True, he does not have a hoard of money to give away  
He cannot pay handsome salaries  
He does not entertain lavishly  
Or bestow costly gifts  
But he overflows with the gold of sincere friendliness  
And gets in return a self-satisfaction  
An influence, and a power with people  
That all the money in the mint could not buy  
He does not wait to see if people will like him  
Fred assumes they do like him  
That is one of his secrets  
He does not wait for them to say hello or smile first  
He takes a friendly lead himself and everyone follows  
That is another one of the secrets  
He does not question whether or not  
He will like a person  
Or wait before deciding to be friendly  
He takes it for granted  
He will like everyone, every person  
This is the third secret of friendliness  
He magnifies other's good points  
No matter how inconsequential  
He overlooks a few annoying qualities  
Or major bad points  
This is the fourth element in friendliness  
Friendliness is very contagious  
The trouble is that many of us wait  
To catch it from someone else instead of  
Giving the other fella a chance