**Clever Solutions**

**One of the most valuable things people can learn in this life is how to get people to agree with them -- how to sell their ideas to others. Louis Pasteur, the great French scientist, devised a unique approach for accomplishing this end. When presenting a new theory to his associates, even though he himself was positive of its rightness, he would always begin by arguing against it. A new assistant, puzzled by hearing Pasteur arguing against his own theories, questioned him about it. “Let me give you a valuable lesson,” replied Pasteur, “that it has taken me a lifetime to learn. It is this: never try to prove to the other person that you are right. Rather, always present your arguments in such a manner as to do your best to prove that you are wrong. “When you follow this approach, especially when you are sure you are right, invariably the other person will pick up the evidence and, more convincingly than anyone else could possibly do it, bring together indisputable evidence on behalf of your cause and prove to himself and to the world that your stand was from the very beginning the correct one.” (Bits & Pieces)**

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**September 26th, 2024 - agree with them -- (Bits & Pieces)**

**September 19th, 2024 - Old Farmer’s Almanac (Courtney Peter, in American Spirit magazine)**

**September 12th, 2024 - flat tire (Bits & Pieces)**

**September 5th, 2024 - bumpers locked (David Lynch, in Reader's Digest)**

**August 29th, 2024 - harassed by the taunts (Alfie Kohn, in Boston Globe)**

**August 22nd, 2024 - eat when they do.” (Keith Crawford, in Reader’s Digest)**

**August 15th, 2024 - somebody living under his bed. (Marilyn Miller, in Reader’s Digest)**

**August 8th, 2024 - climate change (Kristin Ohlson, in Discover magazine)**

**August 1st, 2024 - shaved the 16-foot fir (The Week magazine, July 26, 2024)**

**July 25th, 2024 - stop people from jumping *(The Week magazine, September 11, 2009)***

**July 18th, 2024 - mailboxes had been knocked down (Joann Lesniewski)**

**July 11th, 2024 - kids are coming over (DISTRACTIFY.COM, as it appeared in the December, 2023, issue of Reader’s Digest)**

**July 4th, 2024 - plastic problem. (The Week magazine, June 13, 2008)**

**June 25th, 2024 - burglary (David Lynch, in Reader's Digest)**

**June 18th, 2024 – cows moseyed into the field (The Christian Science Monitor)**

**June 11th – 2024 - rescue his young son's pet frog (David Lynch, in Reader's Digest)**

**June 4th, 2024 - The easiest way to find something lost around the house is to buy a replacement. (Jack Rosenbaum, in San Francisco Examiner & Chronicle)**

**May 28th, 2024 - braided string belt (David Lynch, in Reader's Digest)**