

By continual lying even in the most flagrant manner one can eventually convince a number of people that one is telling the truth. The repeating of a lie will almost establish its validity. If a number of people tell you that you are not looking well, no matter how well you feel, eventually you will believe them. At first you are indignant. Your friend is crazy: "I never felt so well in my life." But if another friend glances at you and inadvertently remarks "What have you been up to? Keeping late hours I suppose. You look a little pale." Then you will start to wonder and worry.

on looking in the mirror no matter how healthy you feel or
how red your cheeks are.