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THIRTY VOLUMES

VOLUME TWENTY-FIVE

SUCCESS DEPENDS UPON CONGENIALITY OF OCCUPATION. METHODS OF DETERMINING ADAPTABILITY TO A CAREER AND PRACTICAL AIDS IN THE SELECTION OF LIFE WORK. HOW TO READ THE FINGER BOARDS OF SUCCESS

"*The power of the laborer must be equal to the power required by his task, or his labor will conquer nothing. Set an ass to carry an elephant's burden and his back will be broken.*"
J. G. HOLLAND

"*One must espouse some pursuit, taking it kindly at heart and with enthusiasm.*"
A. BRONSON ALCOTT

"*Honorable industry always travels the same road with enjoyment and duty, and progress is altogether impossible without it.*"
SAMUEL SMILES: Self-Help

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INTRODUCTION

To teach one how to find one's true place in this busy world, and how to achieve for oneself a successful career, are the combined aims of this volume, which tries to present the subject in as many important phases as is possible within its limits. The majority of men who fail in life, do so because they get into the wrong places, and either never learn of their mistake or have not the courage to correct it. The world is full of these tragedies of square pegs in round holes; of these men and women completely out of their natural orbits, drifting through existence like so much jetsam on a falling flood.

The more comprehensive life becomes, the more does it become specialized, and the more important is it for each one to find his true place. In the simpler days of the past, the lines between vocations were not so definitely drawn and the same person often pursued with more or less success more than one of them. American life was supremely versatile. Now it is minutely complex, every phase of it taxing energy as it has never before done, and the man who can do more than one thing better than his fierce competitors is the extraordinary exception. For in the face of this evolution, nature has been as exact and positive as ever in her ear marks. You can't make a silk purse of a sow's ear any more now than you could a hundred years ago. We may have better sow's ears, but we want much better silk purses, for the standard quality of every product has been moved up with the clock of progress. So there never was a time when the right choice of a profession or a vocation meant so much as it now does.

This work, of course, attempts to give no set rules how to find and do one's life work. We might as well attempt to tell the flower how to unfold and give out its fragrance. But more than one hundred men and women, who have more or less distinguished themselves by making careers in their rightly chosen callings, speak from the fullness of their observation and experience. They not only present many illuminating hints and suggestions on how to choose a calling, but some of them allow themselves to be presented as inspiring examples of failure, of courage and patience in struggle, and of final triumphant achievement. Others, all of them experts, give in detail the present conditions of success in all the professions and vocations now engaging any considerable number of persons.

Men like Rev. Thomas R. Slicer, a clergyman of wide experience and eminent common sense and courage; Charles F. Wingate, the author of a most helpful book for young men, "What Shall Our Boys Do for a Living?" and Dr. Orison S. Marden, the editor of Success, concentrate their energies upon the task of giving advice to men, old as well as

young, on how to choose a career. The remarks of these writers bristle with wise suggestions gleaned from the rich observation and experience of their own lives, as well as from wide culture and reading, and the reader who has blundered in the choice of pursuit of his vocation can hardly fail to find something helpful in these pages. Mr. Slicer emphasizes the fact at the outset that « nature expects every man to do his duty.» The necessity of self-knowledge is the first duty imposed upon a man. « A youth should not be expected to have complete knowledge of himself, but he does know the drift of his nature. He finds himself habitually on one outlook rather than another. He comes back to the same aspect of things. His nature runs with a stronger current in one direction than in another.» The writer enjoins upon all who are in charge of the young to watch their development.

Mr. Wingate would have a young man submit the following questions to a candid friend, and have him make a careful study of him:—

Are you in good health?
Can you work hard and continuously?
Have you any physical weakness?
Are you lazy, vain, or extravagant?
Do you make friends readily, or are you quarrelsome?
Can you obey orders promptly and exactly?
Can you write and speak English correctly?
Have you experienced hard drill in any form?
Did you ever save? How much?
Do you associate with your equals or inferiors?
Have you been petted by your parents or friends?
Have you any ideals?
Who are your heroes?
Have you any mechanical taste?
Do you care for books or pictures?
Are you fond of money?
Do you honestly think that your services would be worth anything to anybody?

In the succeeding chapters, it is told what Mark Twain, J. Q. A. Ward, and others, first did for a living; how Gen. Thomas L. Rosser, Recorder John W. Goff, George Westinghouse, and Chauncey M. Depew, seized the right opportunity at the right moment and distinguished themselves; how and why General Grant and other well-known men succeeded by changing their callings; why Edmund Clarence Stedman, Judge Robert Grant, and S. Weir Mitchell, have achieved success in two or more most arduous callings; and why Capt. A. T. Mahan, Richard Jordan Gatling, James Lane Allen, and Dr. Robert Collyer, did not learn till middle life what they could best do.

What are the chances for success in a vocation as compared with other vocations? Does it have the conditions conducive to health and longevity? Can one be his own master in it? Where is the best place to pursue it, city or country? What professions have declined, according to statistics? Is early marriage best for a man? What sort of wives help to shape their

husbands' careers? Many other questions along this line are fully answered in the following chapters.

Should one go to college? is discussed by the Presidents of Yale University, Leland Stanford, Jr. University, and the Western Reserve University; and such men of affairs as Andrew Carnegie. Hamilton Wright Mabie and Randolph Guggenheimer, President of the City Council of New York, tell the half-educated man of forty or fifty how to cure the defects in his education. Henry Morton, President of Stevens Institute of Technology, shows how necessary specialism is to success, and Dr. S. S. Curry, President of the Boston School of Expression, explains the value of expression in the building of character. Success always has its secrets, and they are always interesting when told by those who know them well to those striving to learn them. Thomas Wentworth Higginson, Edward Everett Hale, Charles M. Schwab, D. O. Mills, Rev. Dr. Robert Collyer, Mrs. Elizabeth Cady Stanton, and Mrs. Leland Stanford, all speak from different points of view on this subject, yet the unity of truth is seen in the variety of their views.

Coming to the professions and vocations proper, the work attempts to tell the reader everything possible, from how to preach and practise law to how to sell shoes and learn a trade. The foremost clergymen, such as Bishop J. F. Hurst, Dr. N. D. Hillis, and Dr. F. W. Gunsaulus, whose names are household words over the country; Henry Mitchell MacCracken, Chancellor of the University of the City of New York, and Charles D. McIver, one of the best known teachers in the South; Dr. George F. Shrady, who is almost as well known in Europe as in America; and Frederic R. Coudert, at the head of the legal profession — all write of their respective professions in a manner that must not only help thousands of young men who have these professions in view for a life work, but thousands of others who are struggling along in them without sufficient inspiration and enthusiasm.

Journalism, the writing and publishing of books, art, music, architecture, and the stage, are yearly absorbing more and more of the country's talent. While the late William Morris has characterized the present epoch as an "idle day" in poetry, never were there so many people writing verse, and never were there so many men talking to their assembled fellows. We have in this section tried to secure the highest authorities to write of their vocations. Henry Watterson is bracketed with journalism, William Dean Howells with authorship, William M. Chase with art, Constant Coquelin, Richard Mansfield, and Julia Marlowe with the stage, and Edwin Markham with poetry.

Politics in a free government like ours should be every one's profession. It should appeal alike to the poorest and to the richest. John Fiske, who made great minds like Darwin's and Herbert Spencer's translucent in American literature, took a day off before he died and summoned his fellow citizens to bear in mind the fact that poverty has not been and should not be an obstacle to a public career in this country. President Roosevelt, in his earnest manner, writes of the duties of the citizen and the public man, and the Hon. Galusha A. Grow, the War Speaker of the House of

Representatives of the United States, gives a chapter of most interesting reminiscences of great figures of a generation ago. The expansion of the government opens up many new opportunities for careers in the civil service, the army and navy.

Engineering, in its different branches, has become a great profession, and is attracting to it largely increasing numbers of college-bred men. One of the greatest pieces of civil engineering now being undertaken, is the tunneling of New York City for rapid transit. The chief engineer of the scheme, William Barclay Parsons, writes on this branch of engineering as a profession. Electrical engineering, the new branch of the profession, has sprung up within a night, and Dr. T. C. Martin shows what grand opportunities it opens for talent and inventiveness. The world has hardly begun its work in electrical engineering.

Invention is treated by two of the world's greatest inventors, Thomas A. Edison and Hudson Maxim, and by a great patent lawyer, Park Benjamin. These experts explore the field of modern invention in a way that must help the struggling inventor.

Manufacturing has grown from the mechanic with his small kit of tools and one-room shop to the great institutions of hundreds of machines and men. Manufacturing is now a profession, destroying many of the old hand-made trades and radically changing others, but requiring more manual skill than ever before. The trades have in fact risen almost to the dignity of the professions; only the most general principles on this subject, however, have been attempted in this work.

There are still more people engaged in farming in the United States than in any other calling, and never was farming such a vocation as now in dignity, in independence, in money-making, and in the business methods employed. Here it is treated from the points of view of a vocation, of what the government experimental stations are doing to develop agriculture, horticulture, and dairying, etc., and what modern communication is doing to make the farm and the country home socially attractive. Dr. F. M. Hexamer, the editor of the most largely circulated agricultural journal in the country, Professor Isaac P. Roberts, at the head of the great agricultural experiment station of Cornell University, and Professor Henry Sabin, who has studied so closely the country life of the agricultural west, write of different phases of farming and farm life, and in styles that must attract the general reader.

Modern business is a term that might be safely branded on any sort of a human enterprise that succeeds. Business in its specific meaning, trade and commerce, has come over from the past into an entirely new world. W. F. King, the former president of the New York Merchants' Association, shows how the country has evolved from a nation of small, primitive shop keepers, bad roads, straggling farms, short railroads and half grown cities, to great cities, huge corporations, continuous trunk lines, and to the first place in foreign trade. Charles R. Flint tells how we may win and hold the world's trade. But in the midst of our growth there are more men out of work and a greater demand for talent. The opportunities for men

are greater than ever, but they are harder to seize. Mark Twain gives specific advice on how to seize them; how to get a position and keep it. His advice is reinforced by H. H. Vreeland and Jacob L. Greatsinger, who employ thousands of men.

There is nothing in our life that would more surprise and interest our dear ancestors than our great modern stores. How to sell goods is told in these pages by John Wanamaker and Nathan Straus. One of the best things a merchant can have is financial credit. John Greene, the editor of «Bradstreet's,» informs the merchant how he may build up and maintain a credit. Clement C. Gaines, president of Eastman Business College, tells the young man going into business what sort of moral and mental gifts and training he must have to succeed. This is the age of the commercial agent and the business ambassador, and how to succeed in these callings is explained by some of the best men in them. Banking, brokerage, and insurance, have become great financial sciences, and men like Lyman J. Gage, George W. Williams, Henry Clews, and Gage E. Tarbell, write of them as vocations.

Next to agriculture, in the amount of capital invested, ranks railroading, and last year the railroads of the country employed more than fifty thousand new men. In few lines of endeavor are there so many opportunities for brawn, brain, and courage, and we are fortunate in having two of the greatest railroad presidents in the country, A. J. Cassatt, president of the Pennsylvania Railroad, and J. J. Hill, president of the Great Northern Railway, write of the opportunities of success in this vocation. Mr. Hill, in working his way up, has done pretty nearly everything connected with a railroad, and every detail of the business fascinates a man like Mr. Cassatt.

The hotel has now become the home of hundreds of thousands of our fellow beings, and hotel management is as distinct a vocation as law or farming. Mr. R. J. Whipple, the proprietor of three of Boston's best hotels, tells what it is to manage a hotel successfully. The conditions he lays down are as binding as were the laws of the Medes and Persians.

A volume on careers could not be written without taking into consideration the work of women and their new occupations. We have introduced this subject with essays and interviews from Rebecca Harding Davis, Julia Ward Howe, Ella Wheeler Wilcox, Lillie Devereux Blake, Belva A. Lockwood, Mrs. Edwin Markham, Charlotte Perkins Gilman, Margaret E. Sangster, and others, on such subjects as «The Girl — Now and Then,» «The Highest Type of Girl,» «If I Were a Girl Again,» and «Middle Aged Women and Successful Endeavor.» The conditions for women in business, in law, and in a number of other occupations, in which they share honors and successes with men, are explained.

THE MAN AND HIS CAREER

By REV. THOMAS R. SLICER

THE exhortation of Carlyle, "Work out that thing which God hath wrought in you," challenges the approach of the young man to his life career. It is this tremendously important step which puts him in direct relation to the other processes of nature.

Nelson cries, "England expects every man to do his duty!" and we may very well substitute for the word "England," the word "Nature," or "the Universe," "Divine Providence," or any other term which expresses the challenge to the man to make the most of himself. The two thoughts are akin. A man's duty is nothing extraneous to himself, but is the simple putting of himself in proper relation to his world.

Sooner or later in every young man's mind must arise not only the question, "What am I to do with myself?" but this also, "What am I fit to do?" In some dim way there dawns upon his mind the idea that he is part of the social contract, that his life is a kind of "give and take"; and it is a happy thing for him when he realizes that the highest vocation to which he can aspire is the putting of himself into the life of the world. No man has yet had a career, in any proper sense, who regarded the world simply as a reservoir upon which he should draw. The difference between a moral and an immoral attitude toward life may be summed up in the difference which is expressed between putting all that you can into the world's work, and getting all you can out of the world. The first is the act of a man who feels that he and the forces of nature are working together; that he is in charge of large and important responsibilities that are not measured by the extent of his work, but only by the seriousness with which he undertakes it. The second is the attitude of that youth who simply regards the world as offering a "good stand for business"; who gets all he can out of it only to lose it in himself again; who adopts the attitude of an adventurer to whom any open coast presents a field of exploitation, which he may ravage for his own benefit.

The term career has been often misapplied. A great career, for example, is looked upon as a sort of decree of human destiny—only to be measured by the magnitude of its achievement. This is a mistake. There

is no necessity for any man filling a large place. The necessity laid upon him is that he shall fill the place that he is in; that he shall crowd his way, not to displace other men, but to widen the boundaries of his own environment.

This article is meant to emphasize certain general principles which enter into the consideration of life-work. There is first, then, the necessity of self-knowledge. Now, it would be too much to suppose that any youth should in any complete way know himself; but he knows the drift of his nature. He finds himself habitually on one outlook, rather than another. He comes back to the same aspect of things. His interest runs with a stronger current in one direction than another. He learns gradually not to expect anything of himself as to certain work, but to do other things with easy play of will and power. These signs every young man should watch; and if this be a world in which nothing is useless and nothing unrelated, they are the weather signs which indicate the climate of the mind, and what may be expected in the life of the individual.

If a youth has no gift for language, there are certain lines of the professions barred to him at once — professions that have to do with the expression of thought, with facility of statement. If, on the other hand, an absorbing interest in these professions possesses his mind, in spite of these limitations, that in itself is a challenge to develop the capacity in which he is, in the beginning, deficient. The really important thing is to do something that is interesting to the worker. This has led to the common distinction between a vocation and an avocation, some men finding themselves compelled to do that which they dislike, but finding the power to do it in the recreation which they get in also doing something which they like. All active minds are haunted by an ideal conception of what they would like to be, but which they are not. Sometimes it is an inspiring vision and no more. Sometimes it is a prophecy that, at some future period, they will realize in themselves.

But the first consideration is some degree of self-knowledge. Those who are in charge of the young should watch their development in this particular. We too often regard as mere fancies, the serious indications of the future, in the minds of those younger than ourselves, over whom we are set; yet there is nothing that thoroughly interests the young mind, but has a finger pointing in the direction whither that mind should follow. The very way in which the simplest tasks are done, the promptness with which an errand is run, the exactness with which some small detail is followed up, the world of the imagination in which the child lives, the very unveracity which is common to childhood by virtue of this imaginary world, and many other indications upon the surface of life are better seen by the observer than known by the observed. They

are all in some sort the fulfilment of that familiar definition that "the true is what is; the good is what ought to be; and the beautiful is what is as it ought to be."

Of course, a danger appears in the tendency of a young life to take itself too seriously; but this is a danger very small in comparison with the other tendency, much more common, not to take anything seriously, but to regard the beginning of the world's work as merely a play spell or an experiment in life's activities. We applaud the son of wealth when he deliberately puts on the workingman's overalls and goes into some great manufactory, to learn the business, as he would say, "from the ground up." We do not say that he takes himself too seriously. He knows perfectly well that if he is to administer a business from the top, he should know what the man at the bottom is doing. It is this stirring of ambition, the recognition that I am a part of the sum of things, that much depends on me, not simply in the support of others, but the support of the whole, that lends a dignity to the life of youth.

We come at once, therefore, upon the motive for work in the world. The obvious motive is to get a living. How ineffectual this has been may be seen in the vast multitudes of those who not only have no career, but who get so bare a living that one wonders that life should remain interesting to them. Of course, this is not a reference to those who, like Thoreau and Emerson and the great souls, attach small importance to getting a living, beyond the necessities.

The mere question of getting a living is better stated by saying that every man owes something to the past, which he can only pay by work in the present. The man who starts out with the idea that "the world owes him a living," has entered upon the prosecution of a demand which nature will be slow to recognize. The fact is quite the reverse. Every man owes the world, not only his life, but all the power he possesses; and on his very cradle is laid a draft which he should make it the business of his life in the world to honor. He is the heir of all the past. He is the result of all its forces. Thousands of years have gone to the making of him. It does not alter the fact at all that he was not consulted about coming into the world. It does not even alter it that he is sorry that he came. He is simply in the position of a blossom on the tree of life which has been pushed off by the capacity of the tree to produce fruit; and he should not be too much taken up with the fact that the blossom falls, but he should be gratified by the power that shows in the fruit that follows.

Just behind the head of every young man are focused all the influences of the past,—its learning, its art, its struggles, its pain, everything that has made the world for him a theater of activity, and produced him as an actor on its stage. The feeling of desire to do some-

thing that is worth while is like the call of the director of a great drama, to each actor in turn, that his time has come to "go on."

Another element in the motive for a career is the standard in the mind as to what success really is. In the last analysis, success must be determined by two results. First, the thing achieved is to be judged by the world's need of that particular thing. Now, it may be something no more important than the spiral legs of a hairpin, or the gimlet point of a screw, or Franklin's primitive telegraph. It is something that answers to the demand of the world in terms of achievement. It is something that has been waiting for that particular order of mind to find out. It is usually so obvious that the wonder is that it was not found out before; but then this particular man had not been, before.

The other standard of success is created when the man gets through his work, when we have to inquire not only what he has left as a monument to his career, but how much of the man is left? When one sees the drawn faces and anxious eyes in the great world of speculation, or the haggard feverishness of the less genteel gambler, one feels that no accumulation of wealth or manifestation of power can compensate for such a shadowy existence, for the old age which often falls in middle life to such careers. One cannot put himself into the world's work without getting something back; and one ought not to put himself into the world's work without estimating what will be left. It is a curious thing that was so strikingly stated by the Great Teacher when he said: "What shall it profit a man if he shall gain the whole world, and lose his own soul?"

The shores of the sea of life are covered with the wreckage which shows the breaking up of men in mid-career. It does not alter the condition to discover that some other enterprise has carried off the cargo and turned it to good account. It never was meant that the human soul should be swamped in a bog of daily duties. When the Great Teacher says: "A man's life consisteth not in the multitude of the things that he possesseth," he is announcing just an ordinary law of nature,—that between life and things no equation mark can ever be placed. Things never can be life.

So every youth, in thinking over what he estimates success to be, from motives of the simplest prudence, should try to estimate whether it is trade that kills; whether it is an occupation that poisons the mind; whether it takes more out of the man than he can afford to give; whether, when he gets what he wants, there will be enough left of him to enjoy what he gets. In other words, success cannot be real which leaves the man bereft of the power to know that he has really succeeded.

Of course, there is much to be said with respect to the misfits in the occupations of life, of the man who has been described as "the square

peg in the round hole." It is quite common to find the first venture toward a career ineffectual, because of a misadjustment of faculty to work. Many a youth has so narrow a margin on which to choose a career that he must do the thing that comes to his hand to do. He must leave school early, perhaps, and take his place among the world's workers, and he may be so poor that he is glad to get a mere living on any terms. But there is no task so simple nor so humble but that the quality of the worker will appear. The nobility does not lie in the task, but in the style of work which it calls out. The impression that prevails that there is not work enough to go round is not based on fact. There are not skilful workers enough to do the work that waits to be done. Any one who is in the habit of dealing with large numbers of persons is constantly impressed with the want of conscience that goes into the doing of the simplest tasks. To get through is not to finish.

The observer of men can go through the world, and, with an almost infallible touch, pick out the young men and young women who are going to get to the top by the way in which they do the simplest things. As we said at the beginning, there is fit work for every fit man; and the whole business is in being fit.

There is not much work in the world for people who have been dedicated to their second-best. The workman who would leave his hammer suspended in the air at the stroke of the clock, if he could; the deckhand who says: "Any kind of a knot will do, and perhaps it will hold;" the seamstress who feels that seams that are out of sight do not need the care that is put on the surface of the garment; the housemaid who does not sweep in the corners, or carefully dusts around an ornament, without lifting it up,—all these are representatives of the class who wonder why they do not succeed, and declaim against a world unappreciative, cruel, and neglectful.

As results of this carelessness are the large army of the unemployed, and the tendency to grade down to the level of the inefficient, instead of grading up to the level of the highest capacity. We get the demand for the same wages for imperfect work as for the best; and thus the whole industrial problem is complicated, and despair rests upon many minds.

Something ought to be said of the sense of vocation that is not deliberate, but that comes as an inspiration borne in on the mind as a thing that one must do. It is expressed in Paul's phrase: "Woe is me if I preach not the gospel!" So the artist feels: "Woe is me if I paint not the picture;" or the author: "Woe is me if I write not the book." Here are found the careers which have their own compensation in the doing of the work. No wages can be paid to a Red Cross nurse on the battlefield that can compensate her for the work she is doing. There is no

sum in any bank which would be a compensation to Dorothea Dix for the change that she wrought in the condition of the insane.

Where shall be found in his lifetime the measure of what Abraham Lincoln suffered in feeling his way slowly, but surely, to the vocation of the Great Emancipator? It has been ordained in this world that there are tasks so sublime that they bring their own compensation in the consciousness of being selected to do them; and there is a justifiable pride and superiority which comes into the minds of persons who are moved to do beautiful things, when they are reproached that what they have done has left them poor in money. They may very well reply that that which is loss to them has been gain to all the world besides. Until a man realizes that there are certain ideals which repay, by their very presence, the hospitality of the mind which entertains them, he will not easily realize the joy which comes through abandonment to a great vocation, which has no reward except the fact that one is chosen to it.

Most of all is it important in a human career that there be a fine temper pervading it. The cynic may succeed, as a cynic can; and the miser accumulate, as a miser will. The differences are in the men; the one is simply an embodied acid, and the other a trap to catch all the gain that comes his way. The really successful man is by nature, habit, and principle an optimist. He looks upon the world as good; upon God, or that which stands to him in place of God, as good. He determines to do his share, to make the good better by putting himself into the sum of things. So he rallies his courage, heartens himself, and takes the victorious tone. And he soon finds that leadership requires of him a confident step and in his voice a ringing note. This is true also when the most quiet influences are at work. There is a courage of the still and persistent. There is the impression made by the simple impact of undiverted attention and endeavor. A man goes on serving,— sometimes by only waiting; but under all conditions he is fronted the same way; and, even after being submerged by some tidal wave of unexpected distress, he comes up with his face shining. Nothing wins like a belief in the Ultimate Good. While the cunning man is devising schemes to defeat fate and to outwit antagonists, the man of crystalline sincerity gives his whole mind, and puts his very body to his task. From the filing of a bit of iron — in which one man works simply with his arms and another puts his body into the stroke — to the highest achievement, it behooves the man to make true of himself what John Burroughs says of Emerson, that "where he is at all, he is there altogether."

It is for this reason that there is no one thing that can be counted a success. All things done in a certain noble way, take their place among life's successes. Much vain struggle is saved to the man who estimates from the beginning what he can do, and does not strain himself above

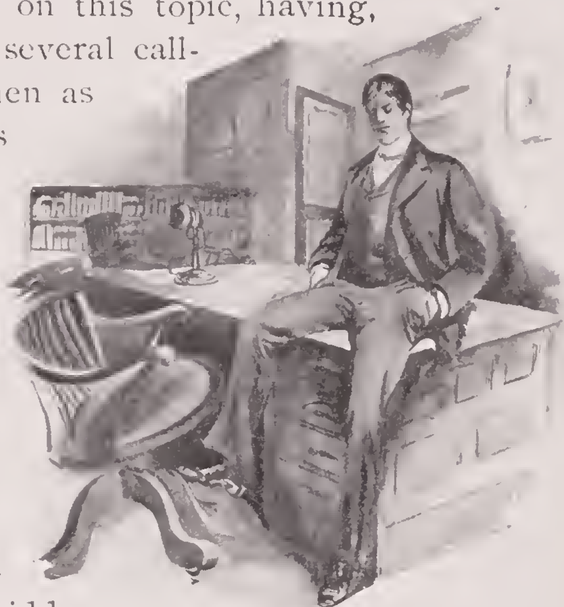
his capacity; who having decided on his place in life, on the kind of work that he can do best, gives his whole attention to the temper and manner of doing it. Intelligence is at a premium; but the keenest intelligence is no match for unremitting industry.

FINDING ONE'S BENT

By CHARLES F. WINGATE

[Author of *What Our Boys Shall Do for a Living*]

Few problems are more difficult than that of choosing the right calling. Every ambitious schoolboy and college student is asking in the intervals of study and play: "What shall I do for a living?" Parents and guardians worry over the future of their sons and wards. Countless mistakes are made. The square pegs will get into the round holes. I can speak with some confidence on this topic, having, like many other Americans, tried my hand at several callings; first as a clerk in a ship-broker's office, then as a reporter, a correspondent, an editor; finally, as a sanitary engineer, incidentally as a real estate developer, and as an author and lecturer. I have found that the same rules for advancement prevail in every pursuit, whether commercial or professional. The vast majority of beginners have little choice in the matter of a calling. With them it is not a question of what shall, but what can I do. After all, there is a large element of chance in most men's careers. The field of work is open to the humblest individual, while a man of talent can hardly be hidden anywhere in the world. Rudyard Kipling scored his first success writing "Barrack Room Ballads" for an obscure East Indian paper. "Mr. Dooley" (Peter F. Dunne) sprang into national renown as a humorist from the position of a reporter on a Chicago newspaper. A Hungarian immigrant converts a bankrupt New York newspaper into a gold mine, and an Armenian fills a professor's chair at Columbia, and sells an electric patent for a fortune. Youth is no longer a barrier to success.



Young men are preferred to their elders in many pursuits. Metropolitan pulpits prefer men under forty. College presidents like Low, Hadley, and Remsen are in the flower of their manhood. Many heads of banks and other financial institutions have not reached middle age.

Railway presidents and cabinet ministers are selected because of their executive capacity and energy, regardless of their years. The halls of Congress and the state legislatures are filled with young men. Theodore Roosevelt, Elihu Root, Governor Odell, Senator Beveridge, General Funston, and Rev. Newell Dwight Hillis, show the early age at which men can win distinction in different callings.

One common difficulty seems to be that the average youth does not even suspect, much less know, just what he is fitted for, and he has no clear or definite desire to do any particular thing. He is a bundle of possibilities, and his friends and relatives have as little insight into his latent possibilities as he has. Usually he feels simply that he must choose some calling. Only opportunity and repeated trials will demonstrate just what he is fitted for. It is therefore wise not to decide too early upon any permanent pursuit, but to take the first place that offers and try it for a while. It may be disagreeable, but, as Chauncey M. Depew advised the Yale students: "Stick, dig, save!" Get all you can out of the position until something better offers. Every position has its drawbacks. There is no short cut to fame and fortune. The easy road usually leads downward or "over the hills to the poorhouse." Every one you consult will point out the objections to his own calling, and advise you to try something else. As a rule, however, there is not much difference between the various occupations, although the wise course is to avoid the beaten track and the overcrowded callings.

I wish there were some form of public examination, similar to the tests imposed by life insurance companies and for admission to the army and navy, to gauge a young man's physical and mental capacity. Such an examination would take the conceit out of many, and would help the timid, distrustful boy, by inspiring confidence and teaching him how to cure his defects. Let any aspiring young man take a sheet of paper and set down honestly his real qualifications and defects, by answering the following questions, and see what kind of a showing it will make: —

Are you in good health?
Can you work hard and continuously?
Have you any physical weaknesses?
Are you lazy, vain, or extravagant?
Do you make friends readily?
Can you obey orders promptly and exactly?
Can you write and speak English correctly?
Have you experienced hard training in any form?
Did you ever save? How much?
Do you associate with your superiors, your equals, or your inferiors?
Have you been petted by your parents and friends?
Have you ever earned any money?

Have you any ideals?
Who are your heroes?
Have you any mechanical taste?
Do you care for books or pictures?
Are you fond of money?
Do you honestly think that your services would be worth anything to anybody?

Submit this list to some candid friend, and ask him to make a study of you, and give his decision.

Look around in the great business establishments, filled with an army of workers, and ask yourself candidly if you are capable of filling any of their places, or fit to do any better than they are doing. Can you write a good hand? Do you understand accounts? Do you speak any language besides your native tongue? Are you familiar with any mechanical or manufacturing process? Are you neat and careful about details? Can you work hard and faithfully without fatigue or shirking?

Stand on a sidewalk in a crowded city, turn over the advertising pages of any periodical, and ask: "How did these busy passers-by and these prosperous business men begin? Were they all specially favored by fortune? Did they get along by pure luck, and drop into some soft, easy berth by accident? No! The vast majority started at the foot of the ladder, and climbed slowly and painfully, round after round, to their present places. Many slipped back, others fell to the bottom and had to take a fresh start. Very few reached the top without some set-back.

Each occupation, as I have said, has its special objections. The physician has an expensive education, and hardly earns his living before he is thirty, while long hours, irregular meals, and loss of sleep tell on the strongest constitution. The lawyer meets with severe competition. At the best, he lives well, works hard, and dies poor. His name and exploits are quickly forgotten. The clergyman must satisfy contending factions in his congregation; he is poorly paid, and, after he has passed fifty, he is pushed aside for a younger, fresher man. The teacher has a small salary, and is seldom appreciated. The college professor has scant leisure for original research, and is expected to make a good showing on a petty income. The soldier risks his life in war, and rusts and stagnates in time of peace, while the naval officer is an exile from his family most of the time, and has to wait years for promotion. Art is long and pictures are a drug on the market. The stage attracts many, but its successes are limited. Journalism squeezes the life out of its beginners, and offers small prospect for a permanent income. In every calling Emerson's law of compensation prevails; the bad must be taken with the good. The natural inference from this somewhat pessimistic review is that the beginner should not expect too much from any occupation,

but make up his mind to take what comes to him, and work hard and be content with the results.

A business man needs just as thorough training as a professional man. The recent growth of German commerce and manufacturing is due to the high standard of technical education, while the decline of British commercial supremacy is charged to neglect of these things. A merchant must understand finance, and keep a sharp eye on public affairs, so as to know when to expand and when to take in sail. He should master every detail of his business, and know where each article comes from, how it is made and how to introduce it in the best manner. He must study the public needs and the public taste, and be alert to meet new demands and adopt the best and latest methods. This is also an era of trained intelligence. It will not do to guess at customers' needs; they must be carefully studied. This is why the Germans succeed in the export trade. Advertising has become a distinct art, demanding high literary, artistic, and typographical skill. The tea-taster gauges to a quarter of a cent the value of a sample of Oolong or Ceylon; the cotton broker can pick out Sea Island cotton at a glance; the paper dealer can tell Smyrna or Neapolitan rags by the feel of them. The recent great finds in copper and silver mines were made by men of keen observation who had thoroughly studied mineralogy and geology. There was no guessing about their operations. The naval victories at Manila Bay and Santiago were not won by chance, but by careful preparation and years of drill and practice. In like manner it took years of waiting and working for J. Pierpont Morgan to gain the financial backing and public confidence which enabled him to organize the United States Steel Corporation and other great combines.

I lay special stress upon these facts because I want to knock out of young men's minds any notion that they can get along without hard, strenuous labor, or that permanent success can be gained by shirking, or speculation. Many beginners fail because they start out believing in the gospel of sham and humbug, and it is important to correct this heresy at the beginning. Do not be worried because you are not satisfied at the outset. Remember how many capable men made a false start and did not, until later in life, find the way open to their true vocation. Cromwell and John Hampden were farmers until middle age. Grant was a tanner, and Sherman taught school, until the Civil War brought opportunity to both. Washington was a surveyor and planter, and thus disciplined his powers and learned to manage men. Franklin began life as a printer's apprentice; so did Horace Greeley and W. D. Howells. David B. Hill and Charles O'Conor were newsboys, Mark Twain was a Mississippi River pilot, Lincoln a railsplitter, Edison a telegraph operator, Carnegie an office boy. Commodore Vanderbilt was a steamboat captain before he

became a railroad king. Henry Villard was a reporter. Frederick Law Olmstead drifted from farming into landscape architecture.

Success is often based upon previous failure. Hawthorne waited long years in the Old Manse at Concord for recognition. Zola and Taine endured pinching poverty. Edwin Booth failed in London, though supported by Macready. Lincoln wrote to the voters of Sangamon County, Illinois: "If the good people in their wisdom shall see fit to keep me in the background, I have been too familiar with disappointments to be very much chagrined." You must not demand success, but command it by your merits. If you have nothing to sell, people will not buy. If you want a thing very much, and will strongly to have it, you are apt to get it.

There are certain kinds of men who are always in demand: first, the specialist in any line; second, the executive man who can direct others advantageously; third, the organizer who can make profitable commercial combinations; fourth, the man who creates new wants, or who supplies old ones in a better way; fifth, the writer with keen observation and original style of thought and expression. Men with these qualifications never are idle long.

Vaulting ambition has ruined many men. Therefore, gauge your chances carefully and, especially, do not exceed your physical powers. The late Rev. Maltie Babcock, of New York, long refused to leave Baltimore because of the tremendous strain of a metropolitan pulpit. If he had stuck to his resolution he probably would not have died in Naples. In modern life competition is extremely keen. You must be well equipped for the strife. Tomahawks and flintlocks will not serve against repeating-rifles and smokeless powder. In order to penetrate the hardest rock, a drill must be diamond-tipped; your mind must be sharpened and tempered in the same manner. So, also, unless you have sound lungs and a good digestion, you cannot stand the strain of long hours and worry, or keep a level head and cool judgment amid constant distractions and anxieties. Fortune can be seized only by the forelock. Therefore, keep your eyes open, and your fingers ready to clutch. Always be prepared for the next step and to fill any vacancy. It is surprising how few persons anticipate, and fit themselves for, every-day emergencies and contingencies and are ready to step higher when an opportunity occurs.

I am the most concerned for the slow, careful boy who is timid and distrustful; who cannot but envy the "bluffers" who push and bluster to the front, and seem to command success. Bide your time and the brilliant, "cheeky," aggressive fellow will "peter out" and go to pieces, while his steady, sure-footed, careful rival will take his place. The world is by no means finished. Vacancies are constantly occuring and new enterprises being established. Vast fields of opportunity have recently been opened, both in the new and in the old world. The product of our

oil refineries illuminates Mohammedan temples. American bridges span the Nile and rivers in the Transvaal and Australia. Our prepared foods are consumed in every part of the globe. Millions of dollars are invested in electric plants. The industries of the various states have assumed colossal proportions. Who can complain of lack of opportunity, provided he has capacity and training?

Here are a few examples within my personal circle of acquaintance of young men who have struck out into new fields and established themselves to their entire satisfaction.

A Danish boy who began selling papers near Wall Street, in New York, at nine years of age, now owns two news-stands and has a large book store where he does a thriving trade. One of my early newspaper associates is a successful playwright, another is a leading theatrical manager, and a third has a position worth $10,000 a year, in an electrical company. A young Canadian, who began as a law stenographer, is now manager of a New Jersey factory of artificial leather. A graduate from a leading college has built up a large business as a maker of waterproof roofing. Three of the graduates of a western college, who were chums together, are now associated in a prominent New York magazine, showing the value of the acquaintance made in such institutions. One of the most successful architects of my acquaintance began to build while still a student at Princeton, and worked in a carpenter shop during his vacations. A bookkeeper who lost his place in a cotton firm has built up a distinct business as a maker of cable codes. A mining school graduate now fills a responsible position with the Westinghouse Electric Company at Pittsburg, Pa., and has refused several offers to go to Europe. A New York journeyman plumber moved to the Catskills and has all the work he can do at Onteora and Twilight Park. This list might be greatly enlarged by the addition of such names as Edward B. Whitney, counsel for the Tenement House Commission; Homer Folks, of the Charity Organization Society; James B. Reynolds, of the University Settlement; W. H. Tolman, of the League for Social Service; Jacob Riis, author of "How the Other Half Lives;" J. M. Pinchot, former head of the Forestry Department at Washington; and Dr. Charles L. Dana, the neurologist. All have developed a distinct and special line of occupation and are widely recognized for their skill and adaptability in it.

My final advice may be summed up in a sentence. Have faith in yourself; master some branch of business until you become an expert; cultivate acquaintance, as you cannot get along without friends and allies; work hard but also play hard; have a hobby and ride it regularly. Take care of your health, and cultivate all your faculties, so that you will become an "all-around" man and a good citizen, not a mere money-making machine.

WHAT SHALL I DO?

By ORISON SWETT MARDEN

THE hen, with all her clucking, cannot keep the duckling from the water, nor the eaglet from the air. —LYMAN ABBOTT.

To BUSINESS that we love, we rise betimes,
And go to it with delight.
—SHAKESPEARE.

THE high prize of life, the crowning fortune of a man, is to be born with a bias to some pursuit, which finds him in employment and happiness.
—EMERSON.

WHAT can I do best? In what capacity can I best serve my fellow-man, and develop to the utmost my own highest powers? These are the searching questions that confront each young man and woman on the threshold of life. The answer not only involves the welfare or misery of the individual, but directly affects the progress of the world, for civilization can only reach high-water mark when each man and woman has chosen his or her proper work.

While it is true that—

> "There's a divinity that shapes our ends,
> Rough-hew them how we will,"—

our whole happiness and the sum of our usefulness to society depend upon our discovering early in life to what end that divinity is shaping us. If we work with it, our lives will fulfill the purpose of our being; we shall contribute to the world's work our full quota of the best that we can give. Whether we do great things or small, whether we win fame or wealth, or remain unnoticed in some humble niche to which nature has assigned us, no vicissitudes of fate or fortune can rob us of the joy of living a complete life, no one can take from us the satisfaction of knowing that we have honorably acquitted ourselves in the only sphere we could adequately fill. If we work, consciously or unconsiously, in opposition to it, we grope in darkness throughout our lives.

Mozart, when but four years old, played the clavichord, and composed minuets and other pieces. At the same age, Charles Kingsley preached his first sermon, to a congregation of chairs.

To the youth whose talent or genius is so marked that he can hardly make a mistake in choosing, the question presents no difficulties, but, unfortunately, most of us, in the formative period of life, show no strong indication of what we can best do. Still, even those who have no special bent, as a rule possess certain traits and tendencies which, if carefully fostered, will assist in finding their right places in the world. The time will come when there will be institutions for determining the natural bent of the boy and girl; where men of large experience and close observation will study the natural inclination of the youth, help him to find where his greatest strength lies, and how to use it to the best advantage. Even if we take for granted, what is not true, that every youth will sooner or later discover the line of his greatest strength, the discovery is often made so late in life that great success is practically impossible. Such institutions would help boys and girls to start in their proper careers early in life; and an early choice shortens the way. Can anything be more important to human beings than a beginning in life in the right direction, where even small effort will count for more in the race than the greatest effort — and a life of drudgery — in the wrong direction?

It is unfortunate that the majority of parents, whose power to make or mar the child's future is incalculable, have no conception of the responsibility resting upon them in shaping and guiding the lives of their boys and girls. Every year the prospects of thousands of young people are ruined through the ignorance or injudicious supervision of fathers and mothers who love them better than their own lives.

"If the father is A and the mother is B," says Henry Ward Beecher, "the child is not necessarily AB; and yet parents think it must be so. There is a whole generation behind father and mother; and they are nothing, often, but a lens that catches the scattered rays of light, and brings them to a focus."

The career of Laurens Alma-Tadema came near being ruined by the mother who idolized him. In obedience to her wishes, he tried to prepare himself for the profession of the law, but the struggle between the youth's inborn passion for art and his anxiety to do what he believed his duty toward his widowed parent undermined his health.

"His strength gave way completely, and the doctors who attended him gave it as their verdict that his days were numbered. Anxious that his few remaining months of life should be as happy as possible, his mother's resolution at length gave way, and young Tadema was given his heart's desire." The fierce struggle over, he soon regained his health; and, following his natural bent, he became one of our greatest modern painters.

Ignorant parents compelled the boy Arkwright to become a barber's apprentice, but nature had locked up in his brain a cunning device des-

tined to bless humanity, and do the drudgery of millions of England's poor; so he must needs say "hands off" even to his parents, as Christ said to His mother: "Wist ye not that I must be about my Father's business?"

Schiller was sent to study surgery in the military school at Stuttgart, but, in secret, he produced his first great play, "The Robbers." The irksomeness of his prison-like school so galled him, and his longing for authorship so allured him, that he ventured penniless into the inhospitable world of letters, where he soon made himself an immortal name.

The father of Ole Bull would have smothered the boy's genius to make him an unsuccessful minister, as Dr. Händel would have quenched the aspirations of his son to make him a poor lawyer.

It is astonishing, considering the fact that so large a portion of the human race is wrecked by misfit occupations, that parents should continue to consider their own preferences and interests in helping a boy or girl to choose a career, rather than the child's fitness. Instead of thwarting the development of pronounced natural gifts of their children, they should make it a special aim to discover, if possible, their real bent. The question the parent should ask is not "What do I wish my child to do?" but "What is he best fitted for? What indications has nature given in his mental and physical make-up as to the calling he should follow?"

One of the most unfortunate phases of the question of parents choosing callings for their children is that, the more dutiful the boy or girl, the finer the nature, the more likely they are not to assert themselves, but to acquiesce quietly in the desire of the parents. Some of the saddest tragedies in human life have been enacted by reason of parents compelling their children to go contrary to nature's bidding. There are few more pathetic stories than that of Thomas Edwards, the born naturalist, who might have been, perhaps, greater than Agassiz, had not the ignorance and stupidity of both parents and teachers crippled and dwarfed his life. Condemned as he was to a cobbler's bench, he yet succeeded in collecting and classifying an incredible number of valuable specimens.

"I felt that I was in the world to do something," said Whittier, "and thought I must." You are in the world to do something, and the time has now come for you to discover what that something is. If you are not among the fortunate ones whose callings have chosen them, you must think and "study yourself, and, most of all, note well wherein nature meant you to excel."

"Many young persons," says Robert Waters, "are in an uncertain state of mind as to the nature and extent of their natural abilities, and on this account find it difficult to fix upon the profession or calling which

they are to follow for life. This feeling is by no means unnatural; it is the struggle of youth toward manhood and maturity. Only prodigies know from the start what they are best able to do. The mental powers of every young person are in constant process of development, and it is only after a certain stage of this development that one can plainly see wherein his strength lies. Sometimes a man tries two or three professions before he finds the proper one, or the career for which he is best fitted. This happens not only with men of ordinary, but with men of extraordinary,ability."

As a rule, what one likes best to do, is apt to be his forte. Shakespeare was right when he said:—

> "No profit flows where is no pleasure ta'en;
> In brief, sir, study what you most affect."

Study yourself carefully, your tastes and temperament. Retire to the inner chamber of your soul, shut out all thoughts of what others may have urged upon you, the suggestions of overfond or ambitious parents, of admiring classmates, of well-meaning, but, it may be, mistaken friends, that you may become, if you will, a great teacher, clergyman, orator, physician, architect, or engineer. Ask yourself whether your thoughts incline strongly to any of the suggested callings. If they do, let your next question be: "Has nature given me any of the qualifications necessary for success in such a career? Can I persevere to the end, in spite of hard work, difficulties, and disappointments, in preparing myself to fulfil adequately the duties of this position?" Do you long to find yourself amid the bustle and hum of a great city? Have you a faculty for buying and selling, with commercial instincts and tendencies? Or do you incline to the tranquil life of the country? Are you happy on the farm? Do you like to handle mechanics' tools, to plane, and saw, and drill? Have you some skill in drawing? Do you like to collect and examine insects of all kinds? Do you like to solve problems in arithmetic and geometry, or do you prefer to memorize and declaim favorite poems or speeches? Do you like to impart to others the information you have acquired by reading or study, and are you successful in doing so?

These are only a few of the questions you must ask yourself in trying to determine what nature intended you for. Look over all the occupations and professions you know of, and ask yourself if nature has given you qualifications which, if developed, would make you successful in any of them.

It is not for you to ask whether you have the ability of a Webster or a Lincoln, but the great question for you to settle is, "What position am I fitted for?" and you should lose no time in getting into that position.

In choosing an occupation, do not ask yourself how you can make the most money or gain the most notoriety, but choose that work which will call out all your powers and develop your manhood into the greatest strength and symmetry. Not money, not notoriety, not fame even, but power, is what you want. Manhood is greater than wealth, grander than fame. Character is greater than any career. Each faculty must be educated, and any deficiency in its training will appear in whatever you do. The hand must be educated to be graceful, steady, and strong. The eye must be educated to be alert, discriminating, and microscopic. The heart must be educated to be tender, sympathetic, and true. The memory must be drilled for years in accuracy, retention, and comprehensiveness. The world does not demand that you be a lawyer, minister, doctor, farmer, scientist, or merchant. It does not dictate what you shall do, but it does require that you be a master in whatever you undertake. If you are a master in your line, the world will applaud you and all doors will fly open to you. But the world condemns all botches, abortions, and failures. It is a significant fact that many of the Paris cabmen are either unsuccessful students in theology and other professions, or disfrocked priests. They are very bad cabmen.

No man can be highly successful, or of great value to the world, until he finds his place. Like a locomotive, he is strong on the track, but weak in any other place. "Like a boat on a river," says Emerson, "every boy runs against obstructions on every side but one. On that side all obstructions are taken away, and he sweeps serenely over a deepening channel into an infinite sea."

To those who fear that they are handicapped by inherited traits or environment, I would suggest the memorizing and frequent repetition of Ella Wheeler Wilcox's soul-stirring lines:—

> "I care not who were vicious back of me,
> No shadow of their sins on me is shed.
> My will is greater than heredity;
> I am no worm to feed upon the dead.
>
> "My face, my form, my gestures, and my voice
> May be reflections from a race that was;
> But this I know, and, knowing it, rejoice:
> I am, myself, a part of the Great Cause.
>
> "I am a spirit! Spirit would suffice,
> If rightly used, to set a chained world free.
> Am I not stronger than a mortal vice
> That crawls the length of some ancestral tree?"

Constant growth toward perfection should be the goal of all our efforts. In choosing your life-work, it is of the utmost importance that this end be kept in view.

Before deciding on your vocation, study the men and women engaged in the work you think of adopting. Does it elevate those who follow it? Are they broad, liberal, intelligent? Or have they become mere appendages of their profession, living in a rut, with little standing in the community. Don't think you will be the great exception, and can enter a questionable vocation without becoming a creature of it. In spite of all your determination and will power to the contrary, your occupation, from the very law of association and habit, will seize you as in a vise, will mold you, shape you, fashion you, and stamp its inevitable impress upon you.

Select a clean, useful, honorable occupation. If there is any doubt on this point, abandon it at once, for familiarity with bad business will make it seem good. Choose a business that has expansiveness in it. Some kinds of business a Gould could not make successful, nor a Peabody respectable. Choose an occupation which will develop you, elevate you, and give you a chance for self-improvement and promotion. Many a man has dwarfed his manhood, cramped his intellect, crushed his aspiration, blunted his finer sensibilities, in some mean, narrow occupation, just because there was money in it.

At one period of his career, Faraday had to choose definitely between wealth and science as the object of his life. The result of his choice is thus summed up by Professor Tyndall in his memoir of the great scientist: "Taking the duration of his life into account, this son of a blacksmith, and apprentice to a bookbinder, had to decide between a fortune of 150,000 pounds sterling on the one side, and his unendowed science on the other. He chose the latter, and died a poor man. But his was the glory of holding aloft among the nations the scientific name of England for a period of forty years."

"No business that is evil in its nature and influence," says a writer, "can be a man's true calling. No one can afford to follow an occupation of which he is, with reason, ashamed. True dignity, pleasure, and peace are utterly impossible to him who voluntarily engages in labor that debases himself and others, or a work that tends directly to poison human enjoyment and to destroy the welfare and usefulness of his fellow-men; hence, whatever is hurtful and corrupting is to be shunned as a deadly plague. Money and flattery and luxury and honor may seem, for a time, to compensate for the evils occasioned and the injuries inflicted by a disreputable and degrading occupation, but soon or late specious delusion will be dispelled, the baneful consequences will appear, and the days and nights of self-reproach and bitter remorse will come."

One of the most important considerations in the choice of a calling is its effect upon health. Success and the highest efficiency in any vocation depend almost equally on a sound mind and a healthy body. It is imperative, therefore, in choosing a career, that you study your physical

make-up and tendencies, as carefully as you do your mental qualities and inclinations. There are many boys, for instance, who are well qualified mentally and by natural bent for the life of a physician, but who are rendered thoroughly unfit for it by their lack of staying qualities or physical endurance. They could not stand the strain for a single year, and it would be suicidal for them to enter that profession. A girl might be admirably adapted, both mentally and by training, for the office of a teacher, and yet, because of a nervous, excitable temperament, be effectually barred out from a position in which patience and absolute self-control are essential.

People who have weak or defective sight should be very careful about entering occupations such as bookkeeping, engraving, dressmaking, proof-reading, or others that require close and constant use of the eyes. Many young men and women who would be well and happy, perhaps, on the farm they despised, or in some active outdoor work, have ruined health and happiness behind a counter in the city, or in some sedentary occupation against which Nature — wiser than they — had entered her protest. Those with delicate lungs should not engage in callings in which they are compelled to inhale dust of stones or iron, as in the grinding of cutlery and tools. They should not work in grain elevators, or in any position in which they are compelled to inhale dust which irritates the delicate lining of the lung cells. A man of an extremely nervous or irritable temperament should not engage in an occupation which would tend to aggravate that weakness. He should not put himself in a position where the rasping and tearing down process would have power to wreck his nervous system. Harmony increases the life-force, but discord impairs it; all discord tends not only to shorten life, but also to impair one's efficiency. Get into harmony, whatever you do; do not allow yourself to work in discordant environment if you can possibly avoid it.

Geikie says: "You may win in one way, and lose in another. You may buy gold too dear; if you give health for it, you make a poor bargain. If you sell your freedom for it, you give pearls for a bauble. If you give your soul for it, — your self-respect, your peace, your manhood, your character, — you pay too much for it."

"How did you find your place?" asked a friend of George Peabody. "I didn't find it," was the reply; "the place found me." The average boy and girl are like the famous banker in this respect. Their places find them. Most of us do not choose our vocations. Accident, chance, environment, location of birthplace, poverty, lack of early opportunities or education, generally have more to do with our position in life than free choice. Apparent trifles often change an entire destiny. An accidental glance at a book, a single lecture, a sermon, or a chance remark,

a little encouragement, or some sudden emergency, has in many instances been the determining factor in a life.

"Most men," says Réal, "are like plants. They possess properties which chance discovers." Many men have not been conscious even of their own ability or genius until some fortunate circumstance helped them to discover themselves. Some time ago, a New York paper published an account of the careers of six successful theatrical managers who came to their occupation by mere accident. Lord Erskine, the great English advocate, spent some years in the navy; but, being dissatisfied with that profession, he entered the army. One day, his regiment happened to be quartered in a town where court was held. He sauntered into the court-house while court was in session, and, much to his surprise, was invited to a seat on the bench by the presiding judge, who chanced to recognize him. The young soldier was so stirred by what he considered the commonplace pleadings of the lawyers that he made up his mind that he could do as well as that himself, and immediately began the study of law, which resulted in his becoming one of the greatest forensic orators the world ever knew.

Large numbers of people are as unconscious of their strong points as they are of their weak ones. A man or a woman may be born with a strong talent or genius for some special line, and yet be utterly unconscious of it. A. T. Stewart was educated for the ministry, and an idea which an old uncle had instilled into his mind, that a call is necessary to success in life, clung to him so tenaciously that he became almost discouraged because he could not hear this call. He tried school-teaching, but was not satisfied, and might never have found his real calling had he not loaned to a friend who was anxious to start in business the sum of seventy dollars, the accumulation of his savings. The young business man did not succeed in his venture, and, not having the money to pay Stewart the loan which he had so kindly advanced, he begged him to take, in its stead, the little shop, the only means of payment in his possession. Stewart took the unpretentious store, and became a merchant prince.

Wilson, the famous ornithologist, failed in five professions before he found his proper place. Barnum tried fourteen occupations before he ascertained that he was a born showman. Josh Billings failed as a farmer and auctioneer, but found himself as much at home in comic literature as a fish in water. Phillips Brooks failed as a teacher in the Boston Latin School.

Grant, the tanner, who failed at Galena, and Grant, the soldier, who won some of the greatest battles of the world, would seem like two widely different men if his story were not so familiar.

Garfield would not have become President if he had not previously been a zealous teacher, a responsible soldier, a conscientious statesman.

Neither Lincoln nor Grant started as a baby with a precocity for the White House, or an irresistible genius for ruling men. So no one should be disappointed because he was not endowed in the cradle with great gifts. His business is to do the best he can, wherever his lot may be cast, and to advance at every honorable opportunity in the direction toward which the inward monitor points. Let duty be the guiding-star, and success will surely be the crown, to the full measure of one's ability and industry.

We must not jump to the conclusion that because a man has not succeeded in what he has really tried with all his might to do, he cannot succeed at anything. Look at a fish floundering on the sand as though he would tear himself to pieces. But look again; a huge wave breaks higher up the beach, and covers the unfortunate creature. The moment his fins feel the water, he is himself again, and darts like a flash through the waves. His fins mean something now, while before they beat the air and earth in vain, a hindrance instead of a help.

If you fail after doing your best, examine the work attempted, and see if it really be in the line of your bent or power of achievement. Goldsmith found himself totally unfit for the duties of a physician; but who else could have written the "Vicar of Wakefield" or the "Deserted Village"? Cowper failed as a lawyer. He was so timid that he could not plead a case, but he wrote some of our finest poems. Molière found that he was not adapted to the work of a lawyer, but he left a great name in literature. Voltaire and Petrarch abandoned the law, the former choosing philosophy, the latter, poetry. Cromwell was a farmer until forty years old.

It is a mistake to suppose that a special call or talent to do a particular thing always manifests itself in youth. Some people mature at a much later period than others. Many men and women do not find their true vocations until middle life. But their intermediate experiences, in most instances, prove valuable when they have found their real work.

After carefully studying yourself, your mental and physical capacities, your disposition, ability, and preferences, and deliberately choosing your life-work, never look back, nor compare it with something else you might have done. Unless experience convinces you that you have made a mistake, and you feel reasonably certain that you are better fitted to succeed in some other calling, abide by your choice. Throw yourself, heart and soul, into your work. Let nothing swerve you from your aim. Do not let the difficulties which appear in every vocation, or temporary despondency or disappointment, shake your purpose. You will never succeed while smarting under the drudgery of your occupation, if you are constantly haunted with the idea that you could succeed better in something else. Great tenacity of purpose is the only thing that will

carry you over the hard places to ultimate triumph. This determination, or fixity of purpose, has a great moral bearing upon our success, for it leads others to feel confidence in us; and this is everything. It gives credit and moral support in a thousand ways. People always believe in a man with a fixed purpose, and will help him twice as quickly as one who is loosely or indifferently attached to his vocation, and liable at any time to make a change, or to fail. Everybody knows that determined men are not likely to fail. They carry in their very pluck, grit, and determination, the conviction and assurance of success.

"Do that which is assigned you," says Emerson, "and you cannot hope too much or dare too much. There is at this moment for you an utterance brave and grand as that of the colossal chisel of Phidias or trowel of the Egyptians, or the pen of Moses or Dante, but different from all these." When you find that which has been assigned you, you will know it. Your whole being will respond to its quickening influence. You will encounter obstacles you perhaps never dreamed of; you will have hours of anxiety and discouragement, but, in the main, you will feel that you have found your mission.

When a man has found his place, he is happy in it,—joyful, cheerful, energetic. The days are all too short for him. He is happy because all his powers find exercise in perfect harmony. There is no such thing to him as compromising his faculties, no cramping of legal acumen on the farm, no suppressing of oratorical powers at the anvil, no stifling of the exuberance of physical strength at the study desk, no writing sermons to put a congregation to sleep.

The earlier a young man or woman can decide upon his or her life-work, the better; but there should be no undue haste. Where there is no decided natural bent, the greatest patience and care should be exercised in finding out wherein one is strongest. Too many young people are led to make a wrong choice by a misapplication of the motto: "Where there's a will, there's a way." There never was a greater fallacy than that a man can be anything he wills to be. "Be what nature intended you for," says Sydney Smith, "and you will succeed; be anything else, and you will be ten thousand times worse than nothing." A man cannot make himself into anything he pleases. If he attempts to work contrary to nature, the result will be a botch.

When Leland Stanford was a boy, his father told him that he could have all the timber on his land. The lad contracted with the railroad to buy it, hired wood-choppers, and cleared twenty-five hundred dollars by the bargain. His instincts were for business; but he ignored all this, studied law, and settled in a lonely part of Wisconsin. He had not the slightest adaptability for law. Fortunately he was burned out, lost everything, and returned to his brothers in California. He then

returned to a business life, his early choice, and laid the foundation of his immense fortune and benefactions.

A young broom-maker thought that he had a call to be a preacher, and applied to his Presbytery for a license, which, after an official examination, it was thought best to refuse. The decision was made known to the candidate by the oldest minister, who said with great deliberation: "My young friend, the Lord requires every man to glorify Him in some particular calling, some in one and some in another, according to the talents He hath committed unto them; and the Presbytery are of the opinion that the Lord desires that you should glorify Him by making brooms."

Better adorn your own than seek another's place. Aim high, by all means, as high as your powers will permit, but do not aim at what you are wholly unfit for. Better be the Napoleon of bootblacks, or the Alexander of chimney-sweepers, let us say with Matthew Arnold, than a shallow-brained attorney who, like necessity, knows no law.

"I remember," says a recent writer, "a girl talking to a man of international reputation about her work in life. It was journalism. She spoke of its hardships, its small recompense, at first; its lack of repose. He listened to her most gravely, and then said: 'My friend, are you in the right groove?' The question startled the girl, who had never thought of applying natural law to her selection of a profession by finding out first if she was built for that groove. I met her a year afterward, and she said, with a beaming face: 'I have found my groove.'

"It is a great thing,—this finding one's groove in anything in life! It is quite worth the while to give it consideration and thought. It makes as much difference in life as it does in mechanics; it is hard to run a four-inch slide in a three-inch groove!"

"Our wishes," Geikie says, "are presentiments of our capabilities." This is true only in a limited sense. I know men who are trying to paint landscapes on canvas, whose souls have never caught the divine sense of beauty. Others, again, are wasting their lives in a vain effort to be writers or musicians, while they have not the slightest natural ability for such vocations. In straining after a great career, trying to reach some lofty niche or pedestal for which nature never intended them, many people lose all the sweetness and joy of living.

Do not mistake a shallow, selfish ambition, a desire "to be somebody" in the world, for an aptitude for any particular calling. Do not mistake some temporary enthusiasm for a call. Many a youth has been turned in the wrong direction, and has become a failure, or only a partial success, through having his imagination roused by reading some book, or by the enthusiasm of some optimistic lecturer, to try to do the very opposite of what he should have undertaken.

"The ignorance of men who know not for what time and to what thing they be fit," said Roger Ascham, "causeth some to wish themselves rich for whom it were better a great deal to be poor; some to desire to be in the court, which be born and be fitter rather for the cart; some to be masters and rule others, who never yet began to rule themselves; some to teach, which rather should learn; some to be priests, which were fitter to be clerks."

Half the world seems to have found uncongenial occupation, as if the human race had been shaken up together and had exchanged places in the operation. A servant girl is trying to teach, and a natural teacher is tending store. Good farmers are murdering the law, while Choates and Websters are ruining farms, each tortured by the consciousness of unfulfilled destiny. Boys are pining in factories who should be wrestling with Greek and Latin, and hundreds are chafing beneath unnatural loads in college who should be on the farm or before the mast. "Artists" are spreading "daubs" on canvas who should be whitewashing board fences. Behind counters stand clerks who hate the yardstick, and neglect their work to dream of other occupations. A good shoemaker writes a few verses for the village paper; his friends call him a poet, and the last, with which he is familiar, is abandoned for the pen which he uses awkardly. Other shoemakers are cobbling in Congress, while statesmen are pounding shoe-lasts. Laymen are murdering sermons, while Beechers and Whitefields are failing as merchants, and people are wondering what can be the cause of empty pews. A boy who is always making something with tools is railroaded through the university and started on the road to inferiority in one of the three honorable professions. Real surgeons are handling the meat-saw and cleaver, while butchers are amputating human limbs.

Criminals, suicides, most of the unfortunates in life, come from the classes who have never found their places. A man in his place rarely commits crime. When he has found his orbit, he feels satisfied in it; he feels that all his powers are pulling; his purpose is tugging away at all his faculties. He does not feel humiliated because he is a farmer or a blacksmith or a school-teacher. He does not apologize because he is not this or that; he has found his place, and is satisfied. He may not have the ability of a Washington or a Gladstone, but that does not humiliate him; he feels that he is a man, a whole man, and the consciousness of fulfilling his natural destiny makes him a power.

A caged eagle is conscious of inferiority, of loss of power. He knows that his wings were intended for soaring, and feels a perpetual humiliation while imprisoned. But open the cage and let his proud wings feel the air once more, and he will mount and mount until he becomes but a speck between the earth and the sun. So caged minds never feel their

power until they are free, until their wings touch the air, when they soar toward their natural goal.

Make it the business of the first part of your life to find your forte, and, when you have found it, verily you need ask no other blessedness.

Whatever you do in life, be greater than your calling. Most people look upon an occupation or calling as a mere expedient for earning a living. What a mean, narrow view to take of what was intended for the great school of life, the great man developer, the character-builder; that which should broaden, deepen, heighten, and round out into symmetry, harmony, and beauty, all the God-given faculties within us!

THE only direction in which we can safely move is FORWARD.
— C. B. NEWCOMB.

MY FIRST OCCUPATION

THE FIRST WORK OF ANDREW CARNEGIE, SAMUEL L. CLEMENS, JOHN Q. A. WARD, AND OTHERS

MOST successful men delight to recall the form and manner in which their business career began. Andrew Carnegie, for instance, who spent the first eighteen years of his working life in accumulating his first one thousand dollars, is wont to declare that he owed his first money-getting occupation to a game of checkers. "My father," he once told the writer, "like many Scotchmen, was very fond of checkers. Fifty years ago there was a well-known ale house in Pittsburg, in one room of which those who loved the game were wont to assemble. Among them were my father and David Brooks, who at that time was manager of the Western office of the Old Atlantic and Ohio Telegraph Company. One day my father remarked to Brooks that he wished that he could find a place for me.

ANDREW CARNEGIE

"Send him down to my office and I will make a messenger boy of him," said Brooks. "I began my new employment next day, and it was thus I secured my first money-getting occupation."

"Great oaks from little acorns grow." Young Carnegie was intelligent and industrious. Manager Brooks had an old telegraph instrument fitted up in the office and when the messenger boys were not running errands he showed them on this how to pick out the Morse alphabet. With this instruction, young Carnegie soon became a skilful operator. Thos. A. Scott was at that time superintendent of the Pennsylvania Railroad, in Pittsburg. He had a telegraph instrument in his office, and he wanted

some one to manipulate the key. Manager Brooks recommended young Carnegie, and he was employed. The boy showed such aptitude for managing the movement of trains by telegraph that he was transferred to the superintendent's office in Altoona. There he continued to attract Colonel Scott's favorable attention and was pushed rapidly to the front. He was given opportunities to engage in coal and oil speculations which were successful, and he afterward made money from the introduction of sleeping cars. Thus he laid the foundation of his immense fortune.

Samuel L. Clemens passed his boyhood in the village of Hannibal, on the banks of the Mississippi. "My father," said he, "died bankrupt when I was twelve years old, and to help the family I found a place as devil in the office of the Hannibal 'Courier.' There I spent three years and afterward followed the life of a journeyman printer from town to town, and from city to city, pushing as far east as Philadelphia and New York. I returned home when I was seventeen, and resolved to become a Mississippi River steamboat pilot. The work proved hard and discouraging, but I finally reached the desired position of pilot and had the proud satisfaction of receiving $250 a month. I am convinced that such success as I have achieved as an author is due in large measure to my early experience in the printing office and pilot house. They were my high school and university."

John Q. A. Ward, now America's foremost sculptor, spent his boyhood on an Ohio farm. "I never saw a piece of fine sculpture until I was sixteen years of age," said he not long ago. "But I cannot remember the time when I did not want to express myself in form. My favorite diversion was to fashion rude figures out of mud, and sometimes I became so interested in it that I forgot to go to school. However, I might have ended my days as an Ohio farmer had it not been for an elder sister who came from Brooklyn to visit our parents. She noted my rude attempts at modeling, and one day asked me if I would not like to become a sculptor. There is no need to tell what reply I made to her. A little diplomatic argument by my sister obtained my father's consent to my return with her to Brooklyn, where she purposed to place me under the tutelage of a very able sculptor. I chose to go alone to the sculptor's studio, without any introduction, for I wanted to feel my way. The door was open — they were moving out some statuary — and I walked in.

"My attention was first attracted by a young man who was diligently studying an anatomical chart. In that moment, the whole truth flashed upon me. There was a process. One might learn the art. It was not all a question of natural ability. A very good master was this sculptor. I worked for him six years, and he made me master of all the rudiments.

I modeled in clay and wax and did parts of his work, but nothing for myself. He said that was best, and I believed he knew what was right. One day we saw a bit of sculpture at a studio in New York. After we went out I said to him that I wished very much that I could do such a thing as that. He smiled and said that I could, and that now I might try. I found that he was right, and awoke to a full understanding of the wisdom of making me learn my exercises thoroughly. It was then that I modeled the 'Indian Hunter' now in Central Park. At about the time statues of departed heroes and statesmen came in fashion, I was caught in the flood with the rest of the sculptors of the day, and you know the rest of the story."

Samuel W. Allerton, founder of the live-stock trade in Chicago, was born on a farm and has never got far away from one. "I was the youngest of a family of ten," said he, "and was only four years old when my father failed in business. As soon as I was strong enough, I was compelled to go to work to earn a living, and when I was fourteen I rented a farm on my own account in Gates County, New York. I worked that farm for five years, and during that time saved enough money to buy a farm for my father. I had left, after doing this, six hundred dollars' worth of horses and tools. I then rented another farm and in three years saved a little more than three thousand dollars. This start was the foundation of whatever success I have since achieved."

William H. Crane came to the stage by way of a Boston music store. "I had not been in the music store long," said he, "when I made up my mind to become an actor and managed to secure a place in the Holman Opera Company. I started with no capital, no fine clothes, no stage education and no influence. I did not even have an opportunity. I knew one would come if I waited long enough. I had been with the Holman Company for a good many weeks, with nothing a week, when my first opportunity came to me. It was in Williamsport, Pennsylvania, in 1863. I was seated in the first entrance watching the stage as I had watched it night after night, studying every bit of business, every change of costume, when the stage manager told me Ben Holman was ill. The opera was 'Somnambula,' and young Holman had been singing 'Allessio,' a good comedy part. When I promptly volunteered to take his place, they all looked at me in astonishment, some in amusement. The elder Holman objected, declaring that I would have to rehearse and learn the music. I replied that I did not want any rehearsal and knew the music. That was true. I had learned every part in the piece; I got every laugh, and I never missed a word or note. I left the Holmans at the end of seven years, because I knew that I would make a musician and I wanted to be an actor.

"My first engagement in legitimate comedy brought me $20 a week. I was satisfied, however, for I was learning something all the time. What I have since achieved has been due to work, sheer honest work, work that has never flagged and that will not as long as I am acting. I would say to every young man or woman looking to a career on the stage: 'Do not expect anybody to make opportunities for you; work, study, and await your chance. Whether you should start or not depends largely on how anxious you are to work.'"

Francis Marion Crawford was a student in Rome, when at the age of twenty he was suddenly thrown upon his own resources. "Not knowing which way to turn," said he, "I borrowed $500 and sailed for Bombay. There I tried in vain for all sorts of positions. I wrote for a Bombay newspaper, but this was not enough to replenish my stock of money, and one day I found myself reduced to my last ten dollars. I could not see where more was coming from, but I was young and strong, and I said to myself that if the worst came I could enlist in the British army. Such was the condition of affairs when I received a letter from the editor of the Bombay 'Gazette' inviting me to call. When I presented myself, he said that he had received a letter from the proprietor of the 'Allahabad Herald,' asking whether he could send him a good man to take charge of that paper. He explained to me that it was a difficult undertaking, and that the Allahabad climate, in certain seasons, was disagreeable and dangerous. Nevertheless, he asked me if I would go. I said that I would, and started the same day. I found that the paper was an afternoon daily. I was my own news staff, managing editor and editorial writer. There were days when I worked sixteen hours at a stretch, in a combination of heat and moisture sufficient to drive to an extremity a man who had nothing to do. For eighteen months I edited the 'Herald.' Though it was the hardest work that I have ever done, the experience thus secured was invaluable. It gave me material for my first novel and started me on my present career."

Senator George C. Perkins, of California, ran away from home to go to sea. "I had lived on the Maine coast," said he, "and I think I inherited a love for the sea. I was only twelve years old when I left home, and I went against the will of my parents. I shipped before the mast to New Orleans; after that I crossed the Atlantic half a dozen times, and then went around Cape Horn, working as a sailor before the mast. I was just sixteen years old when I landed in San Francisco. The gold fever was rampant and I caught it. I decided to leave sailing and go into mining. I had just thirteen dollars in my pocket when I landed in San Francisco; I spent ten of this for a shotgun and a canister of powder, and with three dollars left, started for the mines. I worked my way to Sacramento and thence walked one hundred

and seventy-five miles to Oraville. It took me nearly a week to make the journey. I spent several years in mining and varied the washing of gold with the driving of mules. I did not make much in mining, but I did other things which brought me in something. I was ready for anything and everything. One day I happened to be in a store in Oraville when the porter came in drunk, and the merchant asked me if I did not want to take his place. It was one of the best stores in the town. I took it and stayed there fifteen years, and I soon owned the store, and upon it as a foundation built up a large merchandise business and a competence.

Joseph Pulitzer, of the New York "World," will now and then relate to intimates the story of his early struggles in America. He came to this country from Hungary, forty years ago, and during the Civil War served in the Federal cavalry. He left the army penniless and made his way to New York. It was in the winter, and he earned his first dollar by shoveling snow. Next, he formed the acquaintance of a brakeman on the Pennsylvania Railroad, and with the help of this new-found friend, secured a position as brakeman. Railroading proved not to his liking in any way. He closed his run one day at Pittsburg and struck out for the West, finally reaching St. Louis. There, nothing better turning up, he took the post of waiter in a restaurant of the cheapest class. He became a good waiter, quick and obliging. Not a word of English did he know. The proprietress was sorry to lose him when he announced his intention of going into newspaper work. Foolhardy as such a move seemed at that time, young Pulitzer was content to starve for the sake of the future. However, he did not starve. Instead, he became the best reporter on the staff of a St. Louis paper, of comparatively small circulation, which was printed in German. There he remained until 1877, when he purchased a small, broken-down newspaper called the "Post," and consolidated it with another journal known as the "Dispatch." He paid only two thousand five hundred dollars for the "Post," and in 1883 it was earning an income of one hundred thousand dollars a year. He then went to New York and purchased the "World" for four hundred and fifty thousand dollars, paying one hundred thousand dollars in cash and giving notes for the balance. The paper was losing one thousand dollars a week, but under Pulitzer's management the property earned money at the end of the first year, and the young and brilliant proprietor soon paid off all his notes from the profits.

Anthony Brady, the street railway magnate, began life as a boy-of-all-work in an Albany barber shop, and there earned money enough to become a merchant, in a small way. George H. Boughton, the artist, earned his first wages in a hat factory in the same city, and Frank T. Buller was a sailor before he became a successful author. Amos J.

Cummings went from the printer's case to the editor's desk, and thence to a seat in Congress. Ex-Senator Thomas H. Carter, of Montana, earned as a railroad brakeman the money which enabled him to study law. Equally humble was the early environment of Senator Albert J. Beveridge, of Indiana, another fine example of the success that is in the reach of every American who deserves it by working for it. He was born in Ohio, of parents in straitened circumstances. His people moved to Illinois in the hope of finding fortune kinder. At twelve he was pegging away on a farm, and at fourteen was working on a railroad. Graduated from the railroad, be became a teamster, and at sixteen was boss of a lumber camp. Studying at odd times and with such means as he could get, he fitted himself for De Pauw University, where he worked to support himself. He overdid it a little, so he went West and took up "cow punching." Then he went to Indianapolis and studied law. He easily picked up a good practice, and at thirty-five was elected a United States senator.

One other instance of a first occupation big with result, is that of Henry Clews, the New York banker and millionaire. "I was born in England," said he, "and was preparing for Cambridge when I first came to this country. It was the rule in English families not only to dispose of their children in marriage, but also to select for them their occupations in life. My parents had decided to make a clergyman of me, and I did not think of disputing their decision. During one of my vacations, however, I thought I should like to come to America. I had a brother here, and so when I requested permission to come it was accorded me. I had not been here long before my ideas broadened and I perceived that in this country there were opportunities of which I had never dreamed in England. I became much dissatisfied with the idea of returning to my narrow sphere at home, and after some deliberation I determined to remain. Then I looked around for some employment, and secured a place as assistant bookkeeper with a dry-goods firm in Maiden Lane. My first salary was two hundred and fifty dollars a year, but I saved what money I could without stinting myself, and cultivated the acquaintance of business men whenever an opportunity presented itself. In 1858, just on the heels of the great panic of the previous year, I began a new business in New York. I became a broker in mercantile paper. Securities were shaky, and good paper was hard to get. The experience I had gained in the dry-goods trade told me about how much credit all the mercantile houses in town were entitled to. I negotiated their paper and made a thousand dollars the first month in commissions. My business was a new one. It supplied a long-felt need and I made money rapidly. Pretty soon I began buying mercantile paper outright. My profits were greater still. But after all, the faculty for making money

is born in a man, the same as a talent for music or painting or any other art. If he is honest and frugal and has push and confidence in himself, he has the right capital to start with, even if there isn't a jingle of coin in his pockets. With these qualities and the will to apply himself, a man is bound to succeed in the end."

TURNING POINTS IN SUCCESSFUL LIVES

STORIES OF GEN. THOMAS L. ROSSER, SAMUEL M. BRYAN, JOHN W. GOFF, CHAUNCEY M. DEPEW, GEORGE WESTINGHOUSE, AND OTHERS

The following are striking examples of men who knew how to seize the pregnant opportunities that came into certain moments in their lives, and made of these opportunities turning points in their careers.

CHAUNCEY M. DEPEW

George A. Custer and Thomas L. Rosser were chums and classmates at West Point Military Academy. They left that institution in 1861, the former to enter the Union army and the latter the Confederate army. Both proved their skill and valor on a score of battle-fields. The end of the war, however, found Rosser penniless, with a wife and children dependent upon him for support. He made his way to the Northwest and secured work on the Northern Pacific Railway, then in course of construction. One day General Custer, riding along the line of the road, noticed a section boss whose face seemed strangely familiar.

"Isn't your name Rosser?" he finally asked.

"Why, Custer, how are you?" said Rosser, looking up from his work.

Thus they met for the first time since leaving West Point. Custer called next day on the chief engineer of the road.

"There is a man named Rosser," said he, "under you, as a construction boss."

"Yes, and one of the best I ever had. Anything wrong about him?"

"No," replied Custer, "but he was at West Point with me, and was afterward major-general of cavalry under the Confederacy. Can't you give him something better than the work he is doing?"

"Why, I have been looking for just such a man," said the engineer.

And so Rosser, through Custer's kindly offices, became second in command of the engineer corps. A few months later he was promoted

to be chief engineer. He made good use of the opportunities his position afforded for profitable investment, and to-day is accounted one of the wealthy men of his native Virginia.

Thirty years ago a young man named Samuel M. Bryan, a clerk in the post-office department at Washington, received notice that his services were no longer needed. Incompetency was the reason given for his dismissal. When he looked over his stock in trade, he found that it consisted of something less than a hundred dollars in cash and a great idea. A week later he was on his way to San Francisco, one good-natured postal clerk after another allowing him to ride in his car. Reaching San Francisco, he secured a place as purser on a steamship bound for Japan, and in due time found himself in Tokio. Once in Japan's chief city, he proceeded without delay to put his great idea into execution. What he proposed was to perfect and put in operation in Japan a postal system modeled after that of the United States. Bryan found willing listeners among the high Japanese officials, and in due time was requested to prepare and submit a prospectus of his system. Bryan was placed at the head of the new department, with a salary of $11,000 a year, and intrusted with the negotiations of a postal treaty between Japan and the United States. A few months later he was back in Washington as the envoy of the Japanese government, treating on equal terms with the man who had dismissed him for incompetency. The treaty, which he negotiated with skill and diplomacy, proved satisfactory to all concerned. Bryan remained some fifteen years in the service of the Japanese government. He then returned to the United States, a rich man. It is interesting to conjecture what his career might have been had he not lost his place in the post-office department.

John W. Goff's name is familiar to most newspaper readers. Its owner came from Ireland, a poor boy, thirty odd years ago, and found employment as a porter in H. B. Claflin's dry goods store in New York. He attended to his duties at the store in the daytime, and spent his evenings at a night school. An errand one day took him into one of the local court rooms. He sat down and heard a lawyer sum up a case. Then he said to himself: "Why can't I be a lawyer?" Within an hour he had decided that he could and would be one. That afternoon, when his day's work was ended, he bought some law books and began to study them. His roommate, a young man named Fitzgerald, decided that he, too, would be a lawyer. So they set to work together, toiling days and studying nights. Charles O'Conor and others gave them encouragement from time to time, and in the face of a hundred difficulties and obstacles they persisted in their task. By and by they were admitted to the bar and began practice. To-day both are well-known judges on the New York bench.

Close to the East River, at the foot of Seventy-sixth Street, New York, stands a charitable institution known as the East Side Settlement House, attached to which is a free library, formerly presided over by William S. Booth. Six years ago a man named Herbert E. Hamblen began to visit this library. It soon appeared that Hamblen was a machinist, in charge of one of the city engines near by, but that in other years he had been a sailor and had knocked about, and had been knocked about, a large part of the globe. Mr. Booth had also been a sailor in his time, and the two men quickly became fast friends. One day, the engineer told of a particularly interesting experience of his in the East Indies. When he had finished, his friend the librarian remarked: —

"Hamblen, you are an idiot to sit here telling me these stories, when you might make better use of them."

"What would you have me do with them, then?" asked Hamblen.

"Put them in a book," was the reply. The result was a volume entitled "On Many Seas," and as an accurate, vivid portrayal of the life with which it deals there is nothing superior to it. It passed through a dozen editions in as many months, and is now ranked among the classics of the sea. Its author has since written and published several other successful books.

Bernard Lauth went to work in a Pittsburg rolling mill when he was eleven years old, and at thirty, by industry and frugality, he had become the manager and part owner of a small iron plant. One day while examining some iron which it was thought a careless workman had spoiled in the rolling, he found, to his surprise, that the supposed worthless iron was superior in many respects to that produced by the best equipped mills. Lauth said nothing, but at once began to search for the cause of the singular change. The result of his own experiments and his workman's carelessness was what is known among iron men as the cold rolled process. His small plant, as a result of his discovery, grew in a few years into a mammoth establishment, and he and his partners became millionaires.

Incidents of a trifling character have decided the career of many other successful inventors. E. J. Manville was a hard-working machinist living in Waterbury, Connecticut, when he one day heard a woman complaining because she had pricked her finger with a pin. A pin that would not prick fingers, he thought, would have a ready sale. A week later he had worked out the safety pin, and within five years his invention made him rich.

Carlos French, another Connecticut mechanic, noticed during a railway journey the jarring and jolting of the car, and fell to thinking how they could be overcome. The problem kept him awake nights for a year or two, but in the end he solved it so successfully that his car spring is now used on all the railroads of the land.

George Westinghouse was led, in a somewhat similar manner, to invent the air brake. He was the son of a manufacturer, and possessed a marked mechanical bent. One day he was in a railroad collision, the result of a brake's failure to do its work. He at once set out to devise a brake that would operate more quickly and with greater certainty than those then in use, and, like Carlos French, he was completely successful in his efforts. His air brake brought him great wealth, and for thirty years he has constantly added to his fortune by inventing new devices and buying those of other inventors.

Senator Chauncey M. Depew, when asked what he considered the turning point in his career, replied:—

"The critical time in my life came to me thirty-six years ago. I had been secretary of state for New York, and was regarded as a young politician whose future promised to be unusually bright. I was offered the position of minister to Japan, at that time considered the most desirable diplomatic appointment within the gift of the government, because of the opportunities presented in the opening of that country to American goods. While I was considering the matter, Commodore Vanderbilt tendered me the position of attorney for the Harlem River Railroad, at a salary of $2,000 a year. William H. Vanderbilt, his son, had heard me deliver a speech which had impressed him, and he had urged upon his father the desirability of employing me in the capacity indicated.

"My friends advised me to accept the Japanese appointment, on the ground that the salary was so much larger, and that I would have many opportunities for making money through the introduction of new enterprises. But the more I thought about it the more I became convinced that the wisest course was to accept Commodore Vanderbilt's offer. If I had gone to Japan, I probably would not have held the position of minister longer than four years, at the end of which time I should have returned home to join the ranks of office seekers at Washington and to remain an office seeker to the end of my days. Therefore I decided to cast my lot with the Harlem River Railroad. That this was a wise decision, is shown by my subsequent career. It was the turning point in my life."

John H. Starin, proprietor of the Starin Transportation Company, owner of a large fleet of tugs and steamboats, tried several things before he discovered the road that led him to success and millions, and, like Chauncey M. Depew, he found it through Commodore Vanderbilt. He was born in 1825, in Sammonsville, N. Y. After leaving school, his earliest predilections were for medicine. But after studying the healing art for a brief period, he decided that he was not fitted for it, and that as a money-making profession it was decidedly slow. He became a

clerk in a drug store, mastered the business, came to New York in 1856, when he was thirty-one years old, and began the manufacture of medicines and toilet articles. He soon perceived that he could not advance very rapidly in this business, and, setting his wits at work, conceived the idea of establishing a general agency in New York for the soliciting of freight for the trunk lines.

Mr. Starin had unbounded confidence in his own judgment. He unfolded his scheme to Commodore Vanderbilt, and told him that he could get a deal more freight for the New York Central and Hudson River Road than it was getting. The audacity of the country-bred young man, who thus calmly proposed to enter a new field and teach the old hands new tricks, greatly impressed Commodore Vanderbilt. He replied bluntly, and a little profanely, that a young man with so much cheek ought to be able to get anything and told him to go ahead.

For Mr. Starin it was the turning point in his career — the tide which taken at its flood led on to fortune. He went ahead, dropped the drug manufacturing business, risking all upon the hazard. His reward came speedily. He soon had control of the lighterage business of the New York Central. Still he kept pushing ahead until his business grew to be by long odds, the biggest of its kind in New York.

Henry B. Snell, president of the New York Water Color Club, began life as a draughtsman with the intention of becoming an engineer. He soon discovered that his strongest bent was for art. But for him the problem of how to become an artist was complicated by the necessity of making a living. It could only be solved by doing double work. He could not afford to throw up his position and betake himself to Paris. He had to avail himself of such opportunities as were open to him. He labored with T square and compass in the daytime, and attended the classes of the Art Students' League in the evening. In due time he began to reap his reward. Some pictures that he exhibited were favorably received. But while recognizing art as his mistress, necessity still remained his master. He could not abandon the uncongenial calling until he had found some way of making a living with his brush.

"A fellow-student, who had observed that I could draw and paint ships pretty well, told me one day," he said, when narrating his experiences, "that a certain lithographic house needed some work of that kind done. I took a specimen of my work to the house and received an order. Others followed. At last I saw my way clear to abandon mechanical work as a means of earning a livelihood, for what I might call commercial art, which is a very different thing from the art that oftener brings fame than fortune, though usually it leads to neither.

"While painting pictures to be lithographed, that were artistically bad, though first class as advertising mediums, I continued as leisure

permitted to paint pictures that represented the best I was capable of. That in due time brought me to my second parting of the ways. I saw that I could not continue to paint poor pictures for a living, and good pictures for art's sake, without checking the development of such artistic talent as I possessed. There was no money in the artistically poor pictures; but the good pictures stood for the only future that it seemed to be worth striving for. So when I found that by hook or crook I could make a living out of art alone, I abandoned my connection with the lithographic trade. Financially, I was for a considerable period very much poorer thereby, but I have never regretted the sacrifice. The men who work for art, with the hope of accomplishing anything thereby, must beware of the golden calf."

Winfield S. Stratton was, for a dozen years or more, one of the first to arrive in every new mining camp opened in Colorado. In the early 'seventies he drifted to the Rockies from the Middle West, where he was born and spent the early portion of his life. He was a house-carpenter, and a good one, but soon after his arrival in Colorado, he felt a call to prospect. Whenever, by shoving the jack-plane and saw, he had saved money enough to buy an outfit, he would desert his bench, and, with burro and pack, vanish into the mountains. Up and down the hills and valleys of Colorado he wandered in search of the float that tells the miner wealth is hidden close at hand. Leadville knew him, and so did a score of other newly discovered camps, but all to no purpose.

When Cripple Creek came into notice, Stratton was working at his trade in Colorado Springs. As poor but as hopeful as ever, he walked to the new camp, a distance of thirty miles, to save the car and stage fare. On the fourth of July, 1892, he located two claims, one of which, in honor of the day, he named the Washington, the other he called the Independence. The latter showed the most promising prospects, and to it the owner devoted his labor and attention. A trench dug across the claim revealed a rich gold-bearing vein of ore. Stratton took some of it out in a wheelbarrow, and shipped it, a ton or two at a time, to a quartz mill in the neighborhood. The returns from these small shipments enabled him to hire a few men to widen and deepen the shaft he had begun.

Such was the modest birth of what has proved to be the richest gold mine in Colorado. Its first owner sold the Independence a few months ago to an English syndicate, but he has steadily purchased other properties until he has become the largest holder of valuable claims and mines in the district. If he lives ten years, his will be the largest fortune in the West. It already has become a problem to this plain man how to dispose of his money.

Some years ago a young Russian student, Leo Wiener by name, was compelled to flee the Czar's empire in order to escape banishment to Siberia. He tramped through Germany and France to Spain, where he took ship to Cuba, sailing thence to New Orleans. The end of a series of hardships found him a penniless wanderer in the streets of Kansas City. There, with the aid of men of his own race, he supplied himself with a modest stock of fruit which he sold to passers-by. Each night, when his day's work was done, he hastened to the public library, there to pore over some English volume until the lights were put out. The library attaches soon grew familiar with the shabby, self-absorbed foreigner who never missed a night, and through them Wiener was brought to the notice of the superintendent of the public schools. An interview proved to the astonished superintendent that the fruit peddler was a master of Greek and Latin and many of the modern languages. "Call upon me," said he, "from time to time; I think I can obtain for you a position in which you will be enabled to give to others the benefit of your knowledge." Wiener went back to his peanuts and bananas with a light heart, and ere long he was informed that a position as teacher had been obtained for him in the little college at Odessa, Mo. After a season at Odessa, he returned to Kansas City to teach languages in the Central High School. Six years later, he was called to a chair in the University of Missouri, at Columbia, and when Harvard founded its department of Russian language and literature he was placed in charge. This chair he continues to fill, occupying a foremost place among linguists.

General Lew Wallace, according to his own words, was a poor student in his young manhood. He grew tired of his college course after six weeks and returned home. But his failure at college furnished the turning point in his career. He says:

"I shall never forget what my father did when I returned home. He called me into his office, and, reaching into one of the pigeon-holes above his desk, withdrew therefrom a package of papers neatly folded and tied with the conventional red tape. He was a very systematic man, due, perhaps, to his West Point training, and these papers proved to be the receipts for my tuition, which he had carefully preserved. He called off the items, and asked me to add them together. The total, I confess, staggered me.

"'That sum, my son,' he said, with a tone of regret in his voice, 'represents what I have expended in these many years past to provide you with a good education. How successful I have been, you know better than anyone else. After mature reflection, I have come to the conclusion that I have done for you in that direction all that can reasonably be expected of any parent; and I have, therefore, called you in to tell you that you have now reached an age when you must take up the lines

yourself. If you have failed to profit by the advantages with which I have tried so hard to surround you, the responsibility must be yours. I shall not upbraid you for your neglect, but rather pity you for the indifference which you have shown to the golden opportunities you have, through my indulgence, been enabled to enjoy.' "

" 'What effect did his admonition have on you? Did it awaken or arouse you?' "

"It aroused me, most assuredly. It set me to thinking as nothing before had done. The next day, I set out with a determination to accomplish something for myself. My father's injunction rang in my ears. New responsibilities rested on my shoulders, as I was, for the first time in my life, my own master. I felt that I must get work on my own account.

"After much effort, I finally obtained employment from the man with whom I had passed so many afternoons strolling up and down the little streams in the neighborhood, trying to fish. He was the county clerk, and he hired me to copy what was known as the complete record of one of the courts. I worked for months in a dingy, half-lighted room, receiving for my pay something like ten cents per hundred words. The tediousness and the regularity of the work was a splendid drill for me, and taught me the virtue of persistence as one of the avenues of success. It was at this time I began to realize *the deficiency in my education*, especially as I had an ambition to become a lawyer. Being deficient in both mathematics and grammar, I was forced to study evenings. Of course this was very exacting, after a full day's hard work; but I was made to realize that *the time I had spent with such lavish prodigality could not be recovered*, and that I must extract every possible good out of the golden moments then flying by all too fast."

SUCCEEDED BY CHANGING THEIR VOCATIONS

TORIES OF GENERAL ULYSSES S. GRANT, STEPHEN B. ELKINS, J. EDWARD SIMMONS, WILLIAM CHURCH, ARTHUR WING PINERO, AMELIA E. BARR, AND OTHERS

ULYSSES S. GRANT

WHILE it is not an easy matter in mature years to court success in a new field, it is entirely possible for success to be won by a man who changes his occupation in middle life, or later. This fact, while it must be considered in the light of a consolation, is also illustrative of the all-powerful effect of right methods and right living.

To that large army, therefore, who have failed, after doing their best, and exerting themselves to the utmost of their powers, this article is addressed. Fortunately, our contention is sustained by a multitude of witnesses, each of whom has found his true place and succeeded in spite of earlier failures.

The field of American success winners has no more striking figure than that of Ulysses S. Grant, who changed his occupation from that of tanner boy to soldier, then to real estate dealer; and who finally found his real opportunity in the call of his country to arms in 1861. He was a complete financial failure at forty years of age. Having tried in vain to earn a livelihood for his wife and family in a small western town, he set up in business as a broker in real estate. He knew so little of this calling, and had so little business tact, that he could not earn enough money to pay the rent of his office, and was once more obliged to look for a position; yet at forty-two he had become one of the greatest military commanders of the century.

The transition from the legal profession to finance, railroading, insurance, and business in general, appears to have been made by a great many distinguished success winners.

Stephen B. Elkins, United States Senator from West Virginia, was a lawyer in his early manhood. James B. Haggin, whose income is ten million dollars a year from the great copper mines of Montana, practised law for many years.

J. Edward Simmons, who, at sixty, is president of one of the leading New York banks, practised law for several years. Not being satisfied

with the progress made during this earlier period, Mr. Simmons concluded that perhaps he had not chosen the occupation for which he was best fitted; therefore he decided to go to New York City and become a stock broker. His career has been a distinguished one financially, and through his active interest in public matters he has won the regard of prominent men in the political and educational fields. His ability was shown by his election, for several years, to the presidency of the New York Stock Exchange, and also to that of the Clearing House. At the request of the writer, Mr. Simmons dictated the following interesting statement of his views for publication: —

"Education is the foundation-stone of success. Without it, a young man goes limping through life like a lame hare. When it is too late he wishes, very often, that he had more judiciously selected his course and improved his chances in life. Men can change their occupations if they find they cannot succeed in the one they have adopted. This course, however, should not be taken hastily. The possibilities of the proposed business and the young man's ability to make a success of it should be carefully canvassed."

The late Justice Miller, of the United States Supreme Court, after trying a number of occupations without pronounced results, began the study of law when thirty-seven years old, and, within twelve years, was appointed to the bench of the highest American court. He duplicated the history of another distinguished lawyer, who began the study of law in England when forty years old, and who thereafter became chief justice of England.

Francis B. Thurber, whose career seemed to be limited to mercantile achievements, but whose firm failed in 1893, with liabilities of many millions of dollars, finally enrolled himself, at the age of fifty-three, as a student at law. At fifty-six he was admitted to the bar, and is now representing the legal interests of several important mercantile bodies.

From the business field, too, came Levi P. Morton, the eminent banker, who was elected Vice-president of the United States in 1888.

One day, in the summer of 1893, seated in his hotel in Washington, Mr. Morton was talking with James Wilson, the Secretary of Agriculture, when the latter said, in his abrupt western way: —

"Morton, what induced you to go out of the dry-goods business?"

Mr. Morton wheeled in his chair and sententiously rejoined, "Emerson!"

"What in the world do you mean by that?" asked Mr. Wilson.

"It was this way," was the response. "Thirty years ago, when I was loaded down with dry goods and had more money due me on my books than was at all comfortable, I took up a volume of Emerson's works. Some lines in it struck me forcibly, and changed the whole cur-

nt of my business life. 'If a man,' said Emerson, 'has something at the public wants, even though he lived in the midst of a wood, peo- e would make a pathway to reach his dwelling.'

« At that time, although my credit was good, I was sometimes put to as other merchants were, to obtain banking accommodations. Often seemed to me as if the only thing on earth worth having was ready oney. Those lines of Emerson set me thinking. After a while I be- an to realize that the one thing the public really wanted was ready ash. Dry goods they wanted sometimes; money they wanted always. he cash represented dry goods, food, comforts, and all happiness; and e history of peoples proved that for it not only would they make athways through the wood, but they were ready to tear down moun- ains and part the waters of immeasurable seas.

« So I took to banking, on the safest principles. I made loans on ood securities; and I found that where formerly I had to hunt the pub- ic, the public now sought for me. Wise words spoken, need only trans- ation into action to bring results."

It really seems that determination and enthusiasm in achieving suc- ess take no account of years. Andrew Johnson was a man of family be- ore he could read or write. John Colby, Daniel Webster's brother-in- aw, had passed the meridian of life before he learned even the letters of the alphabet. Francis Sherwood Kenny was an ignorant sailor when he landed, by chance, at Richmond, Virginia, and shrewdly observed that the tobacco which was then shipped North in the raw state could be profitably manufactured on the spot. He made millions out of the Kenny Tobacco Company, and his idea. C. N. Hoagland, the baking powder millionaire, was an army surgeon for years. So was Leonard Wood, Governor General of Cuba. Chief-justice Garrison, of New Jersey, was, until thirty years of age, a physician with a large practice, but the law won him over, and he became far more distinguished in his new calling than he had been in medicine.

The late Collis P. Huntington, up to the age of forty, was a phleg- matic, unsuccessful hardware dealer; after that he discovered himself, and awoke to the fact that he had the mentality and the energy to con- trol a tremendous financial enterprise. Austin Corbin was a country lawyer, and seemed destined to remain such, until he went into railroad- ing. Abram S. Hewitt was a teacher of mathematics before he went into business as an iron manufacturer. David H. Dougan, cashier of the National Bank of Commerce of Denver, was a doctor until middle life. A bank in Leadville, where he was practising medicine, failed. He saw a good chance for a new bank, and, in 1883, organized a state bank, which was afterward made a national institution, and gave him his start on the road to affluence.

There is romance as well as instruction in the example of Daniel H. Moffat, a Denver business man and financier, who reckons his money wealth by eight figures. By seizing an opportunity and changing his occupation just as he was entering the latter half of his life, he has grown from a poor bookseller into one of the richest men of western America. His story which he kindly dictated for use in this volume, is peculiarly interesting:

"In the spring of 1860, when the tumultuous tide of Pike's Peak emigration began to impel thousands toward the Rocky Mountains, I formed a partnership with C. C. Woolworth, of St. Joseph, Missouri, in the book and stationery trade, and, loading an assorted stock of such goods into a wagon, with two or three companions, I crossed the plains, driving my team. On March 17 of that year we opened our store near Denver. The goods were in great demand and we sold them at extravagant prices. I studied the extensive commerce of the plains and soon discovered that by purchasing certain staples, such as sugar, coffee, bacon, and the like, in large quantities, during periods of scarcity quite a bit of money could be made. I was caught at a disadvantage once, and that was when the Indians attacked one of my trains and burned it. I was very poor in health in those days, weighing less than one hundred pounds. In 1870 our business was sold, and I turned my attention to mining and banking, seeing a field for achievement in them. I was successful from the start. From that time, opportunities came rapidly."

Not until he had attained his fifty-third year, did William Church, a millionaire of Denver, acquire a fortune. When wealth came to him, it came quickly. Here is a man who proves that an opportunity comes long after the white hairs of constant grind and persistency make their appearance. "In the lives of all men," said he, "there come opportunities, some great, some small; some early, and some delayed. Man should never give up hope until he knows that his energy for future labor is hopelessly gone; until his physician tells him frankly that he is not long for the world. Hope should be eternal in a man's life. By surrendering it too early, the energy to grasp the chance is lacking. Man should observe and be ready at the depot for the train of opportunity. It comes quickly and passes quickly; you are either on it or see its rear platform disappear in a cloud of dust. My opportunity for gaining immediate wealth came only a few years ago, and I am now fifty-three years of age. I was born in Quincy, Illinois, in 1845, and drifted west in the early 'sixties in search of fortune. In 1866 I struck Colorado, and as mining was then bringing good returns, I went into the business with my brother, in Central City. We did moderately well. The business soon fascinated me and in the 'seventies we heard of excitement in Arizona mining fields, which so attracted us that we went down there. We organized a company and

were moderately successful again. We took hold of the Morenci copper mines and did our utmost to make them a source of big income. In this we were not altogether successful. For seventeen years I was practically in a wilderness and had many a brush with the Indians who then frequented those parts. More than once I barely escaped with my life, but was determined at all times to make a fortune if one was to be had.

"Back to Colorado I came and again took up little mining ventures. In the meantime, the mines in Arizona were coming into prominence. I saw a fortune ahead. Only three years ago, after many years of hard work, under circumstances frequently adverse, our copper mines in Arizona were sold for $1,700,000. My share of this was $850,000 cash. I brought this money to Denver, when real estate was at low ebb, and invested heavily, but judiciously. About $6,000,000 was invested in all. The investment multiplied dollars for me and made me a millionaire. By grasping an opportunity in middle life to develop a mine, and by pounding away year after year at that prospect, I became possessor of my fortune."

Arthur Wing Pinero is perhaps the best known of living English playwrights, but success has come to him after failure, more or less complete, in another calling. Sprung from a family of lawyers and educated to be a barrister, he elected instead to become an actor, and made his first appearance in 1874 at the Theater Royal, Edinburgh, where, on a salary of twenty shillings a week, he played the groom's part in Wilkie Collins's "Woman in White." He migrated to London, after a lengthy apprenticeship in the provinces, and for several years played small parts in Henry Irving's company. He saw, however, in the end, that he could not hope to make his way as an actor. So he decided to become a playwright. His previous training had given him a thorough knowledge of the technic of the stage, and he used it to such good purpose that his first play, produced by John Hare, proved a triumph from the start. That was twenty years ago and, though he has ever since been steadily writing plays, he has yet to score his first failure.

Six years ago, Alfred Ollivant, a young officer in the English army, suffered a fall from a horse that for many months kept him to his bed, and compelled him to permanently abandon his chosen profession. A friend suggested that he essay composition as a means of whiling away the long hours of illness. A part of his boyhood had been passed in the English hill country, where he had come to know and love the shepherd dogs and their flocks. Acting upon his friend's advice he began and finally completed the story of a dog called "Bob." His manuscript found a willing publisher. It appeared in due time under the title "Bob, Son of Battle," and has since passed through many editions in England and

America. Its author can count upon a sure and profitable market for anything he may write.

English by birth, Amelia E. Barr came to this country when a bride and settled with her husband in Galveston, Texas. There she spent the happiest and the saddest days of her life. A goodly brood of children was born to her, and there, when the yellow fever raged in 1867, she lost her husband and three sons. She had three daughters left, but had no means of supporting them, and had passed the age for training oneself to work. Teaching was the only thing she knew how to do. Going to New York, a friend of her husband gave her a cottage on his country place, and she fitted his two sons for college. This task of tutoring lasted several years. When it was finished, the problem of support for herself and her girls again presented itself, and was still unsettled when a friend chanced to remark to her: « If you could write as well as you can talk, you would make money by it.» Money was what she most needed, and she at once resolved to put her friend's suggestion to practical test. She began with some short stories, and their acceptance by Henry Ward Beecher for the « Christian Union » led her to seek a livelihood in literary pursuits. Mrs. Barr at first wrote advertisements, circulars, paragraphs, verses — anything and everything. She toiled like a slave to master her new craft, and spent hours daily in the Astor Library getting material for descriptive and historical stories. She was rich if a ten dollar note stood between her and utter poverty, but after drudgery and trial came success. One day she walked into the publishing house of Dodd, Mead & Company with the manuscript of a novel under her arm. The manuscript was given to the firm's reader, who made a most favorable report, and before long « Jan Vedder's Wife » was published. It met with an instant welcome from the reading public. That was in 1884, and subsequent years have placed to its author's credit a list of thirty-two highly successful and widely admired novels.

George Newnes began his business career as salesman for a manufacturing house in Manchester, England. He was an excellent salesman, but the most that he saw ahead of him was a modest weekly wage and something laid by for a rainy day. One evening, while reading to his wife a paragraph out of a Manchester daily, he suddenly exclaimed: « There! that is what I call a real tit-bit. Now, why can't a paper be brought out containing nothing but tit-bits similar to this? »

The young people talked until bedtime of the possibility of starting such a weekly. When Saturday night came they laid aside the first of the money needed to put their idea into execution, and at the end of a year, that is, in October, 1881, the first number of « Tit-Bits » was published. The success was instant and complete, upward of five thousand copies being sold on the day of publication. Then its founder

ave up his post as salesman, and devoted all his time and energy to liting and publishing the new weekly. The present circulation of Tit-Bits" exceeds half a million copies, and the whilom salesman, now ir George Newnes, is the owner of a dozen other prosperous periodicals.

Hubert H. Bancroft earned his first wage as a clerk in a Buffalo ookstore. He migrated to California when he was twenty years old, ianaged to accumulate a few thousand dollars as a miner, and in 1856 pened a bookselling and publishing house in San Francisco. Twelve ears later the business thus established had become one of the most ex-ensive of the kind in the world. Thus far it was purely a mercantile nd publishing house, but what seemed at the moment a trifling matter, ompletely changed its character and opened a new career to its founder. Some books on California were wanted for a handbook and almanac, nd threescore volumes were collected. "That is doing very well," said Mr. Bancroft, to one of his employees at the time. "I did not imagine here were so many." However, from this beginning the collection rose n a few years to be a library of more than fifty thousand volumes, gathered at great pains and cost in all parts of the civilized world. The ibrary collected, at an outlay of half a million dollars, there gradually ook shape in the mind of its owner one of the most colossal library undertakings projected in our own or any age. Mr. Bancroft ceased to be a seller of other men's books and became a writer on his own account. His history of the Pacific States numbers, in its completed form, thirty-seven volumes, and represents twenty years of unremitting labor. The author, during those twenty years, averaged eight hours a day at his desk, but he had his reward in the record of complete and conspicuous success achieved in a new field, entered in middle life and at an age when most men are preparing to rest from their labors.

John Muir was born in Scotland sixty-five years ago. His father emigrated to the United States when he was fourteen years old, and the remainder of his youth was passed on a farm in the Fox River region of Wisconsin. He was graduated from the university of his adopted state at the age of twenty-six, and a little later found employment in a manufactory of carriage and wagon material at Indianapolis. He had early developed a marked aptitude for mechanics, and he rendered such efficient service to his employers that soon he was offered the place of foreman, with a prospective partnership. Then one of his eyes was accidentally penetrated by the sharp point of a file. There followed several weeks of confinement in a dark room, and the threat of partial blindness during the remainder of his days. However, when the outlook into the future seemed most gloomy, a new and wider field of endeavor opened to him. He had been from earliest childhood a devoted lover of nature, and, to quote his own

words, he now, "determined to get away into the flowery wilderness to enjoy and lay in as large a stock as possible of God's wild beauty before the coming of the time of darkness." A botanizing tour through the Southern States was followed by a visit to Cuba, and in the spring of 1868 he journeyed to California, and found a home in the Yosemite Valley. All students are familiar with his first-hand reports upon the botany and geology of the Yosemite region, and the scientific fruits of his subsequent wanderings in the Great Basin between the Sierra Nevada and the Rocky Mountains, and of the Alaskan rambles which carried him, not only to all of the greater glaciers, but to the headwaters of the Yukon and Mackenzie rivers. No other geologist has ever made so exhaustive a study of glaciers; while the least important of his writings on nature evince an accuracy of observation and are marked by a charm of expression that make them permanent additions to literature. John Muir has well earned the title of the "Agassiz of the Pacific Coast," and he has at the same time made himself master of a comfortable fortune. The management of a large vineyard and orchard in Contra Costa County, California, occupies his time when not out on exploring trips, and, though dollar-getting is always made secondary to science, his Scotch thrift and early training combine to make him a shrewd and successful man of affairs.

Russell H. Conwell tried his hand at three several callings before adopting the one in which he could exercise the widest measure of usefulness. He was a student at Yale when the Civil War opened, and at the age of nineteen led a company from Massachusetts to the field. He came out of the war a lieutenant-colonel, became a newspaper man, founded the Minneapolis "Tribune," and afterward was editor of the Boston "Traveler." He then became a lawyer, and at the age of thirty-five abandoned a practice yielding a revenue of $20,000 a year to enter the ministry. Two years later he began the work in Philadelphia which has made him pastor of one of the greatest churches in America. Another contemporary preacher of acknowledged eminence came to the ministry through a widely different vocation. George C. Lorimer, when a boy, ran away from his Scotch home to become a sailor, but soon left the sea and found a place as supernumerary in a London theater. He came to America when he was nineteen, and for several years was an actor in various stock companies. A chance sermon so impressed him as to change the whole course of his career. He left the stage, studied for the ministry, was duly ordained, and for a long time has been one of the most widely known and effective preachers in the country.

Alexander R. Shepherd began life as a plumber in Washington, and saved a little money. Grant appointed him governor of the District of Columbia, and in that office he instituted and carried through a series

f improvements which transformed the national capital into one of the most beautiful cities in the world. He was, however, so bitterly opposed in his expenditures, the main one of which was the tearing up of the streets of the city and the laying of asphalt pavements, that he finally retired from office, and resumed the business of plumbing. Neglect had hopelessly tangled his private affairs, and he was compelled to go into bankruptcy; but his creditors, believing in him, gave him charge of his property. By hard labor he soon discharged his debts, and then looked about him for a new field in which to mend his broken fortunes. He became a self-taught mining engineer, and locating in the state of Chihuahua, Mexico, began to explore and develop the most inaccessible silver mines of Batopilas, discovered by the Spaniards two hundred years ago, and reported to contain silver in fabulous quantities. It was a task that would have dismayed a giant, but Shepherd went to work with vim and dash, and at the end of many months of labor discovered veins of the richest silver ore. The highway to fortune was cleared at a leap, and the Washington plumber again found himself a rich man. His wealth is now estimated at not less than twelve millions.

When William J. Stillman was graduated from Union College, in 1848, he resolved to become a landscape painter. He studied under Church and other masters; his canvases figured in all of the exhibitions of the period, and in due time he was made an associate member of the New York Academy. His divorce from the palette began in 1861, when he was appointed United States consul at Rome, whence, at the end of four years, he was transferred to the island of Crete; but his real career did not open to him until he was nearly fifty years old. Then a little book which he wrote on the Cretan uprising of 1866 secured him a place on the staff of the London "Times," and until his voluntary retirement on account of age, in 1898, he was that journal's resident correspondent in Rome. His later labors as a journalist have completely overshadowed his early essays in art, and few of those familiar with his name are aware that he was once counted one of the most promising of American landscape painters. William H. Howe, on the other hand, abandoned a commercial career for the palette. He had been for many years a traveling salesman, when the failure of the St. Louis firm, with which he was associated, suddenly robbed him of employment. The money he had saved from his salary now enabled him to fulfil an early desire to become a painter. He studied for several years in Düsseldorf and Paris, and when he finally returned to the United States it was with an assured and growing reputation. The foremost place he now holds among living animal painters is due to untiring effort begun and persisted in after middle life.

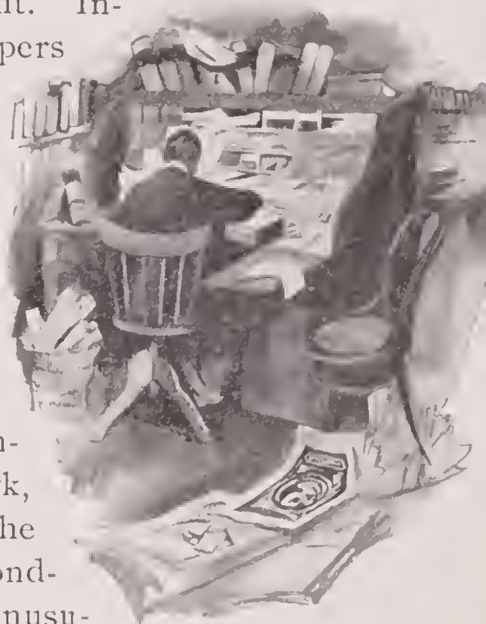
Herman Kohlsaat's first employment was as a carrier for a Chicago newspaper. Then he became cash boy in a dry goods store at a salary of two dollars a week. Arrived at manhood, he found employment as a traveling salesman for a baking establishment, but soon went into business for himself. He started in Chicago a number of the popular restaurants commonly called "dairy lunches." They were signally successful and, with fortunate investments in real estate, made their owner a millionaire. Kohlsaat was still under forty when he bought a controlling interest in the Chicago "Inter-Ocean," and assumed the active management of the paper. People at first laughed at the idea of a restaurant keeper becoming an editor, but the chorus of laughter did not last long. The "Inter-Ocean," a losing venture when Kohlsaat took it in hand, became a profitable property within two years; and when he sold his interest and withdrew from its management, it was to become, without delay, owner and editor of what is now the Chicago "Record Herald," which he has made a splendid illustration of journalism on a high plane. Kohlsaat's career is a noteworthy example of conspicuous success achieved in fields of endeavor as far apart as the poles.

The list of those who have won success by changing their careers could be indefinitely extended. James B. Dill was a reporter on the New York "Tribune," when he decided to become a lawyer. He is now a reputed millionaire. Herbert Putnam was a lawyer in Boston when he was chosen librarian of the public library of that city. The zeal and intelligence with which he discharged its duties, caused his appointment a year ago to the headship of the Congressional Library at Washington, which he is making as comprehensive and powerful an institution, so far as this country is concerned, as the British Museum is in Great Britain. And, finally, there is the case of Thomas Hardy, who many people regard as the greatest living master of English fiction. When a young man he chose architecture as a profession, and followed it for a dozen years with moderate success; nor did he discover his talent for fiction until he was thirty years old. That was in 1872, when he wrote and published "Under the Greenwood Tree." Its success assured, he abandoned architecture and, throwing himself into authorship with perfect singleness of purpose, produced "Far from the Madding Crowd," a book that now stands, with a few others, among the lasting literary achievements of the Victorian era.

MEN WITH MORE THAN ONE CALLING

EDMUND CLARENCE STEDMAN, DR. WEIR MITCHELL, EDMUND GOSSE, JUDGE ROBERT GRANT, JUDGE GEORGE C. BARRETT, AND OTHERS

Many men who can do one thing well are mastered by the belief that they can do another better, and from this conviction arise some of the most piquant passages in contemporary biography. Kenneth Graham is known to his intimates in London as a successful barrister and a leading official of the Bank of England, but it is not in the law and banking that he finds his greatest delight. Instead, he is most himself when writing the delightful papers which now and then appear above his name in the magazines, and which prove that the golden age of childhood never has had a more fortunate and happy chronicler. Few would imagine that the actual business of so charming a writer,—the new note he has struck is clear, round, and ringing,—is to solve intricate problems in finance, and Mr. Graham confesses a hearty dislike for the process by which he earns a living.



Judge George C. Barrett, long one of the most accomplished members of the Supreme Court of New York, worked his way through school by writing articles for the newspapers, and stories for periodicals. This early fondness for authorship has clung to him throughout an unusually distinguished career at the bar and upon the bench, and it is probably the fondest wish of his life to achieve repute and popularity as a dramatist. He has labored hard, in his intervals of leisure, to accomplish this ambition, and a long list of plays stands to his credit, the writing of which has given him greater pleasure and satisfaction than any of his triumphs as lawyer and judge. Homer Greene, Robert Grant, and Frederic J. Stimson are other well-known and successful lawyers who make literature a pursuit for their leisure moments, following it with greater zest than the calling by which they win their daily bread. Judge Grant's career, both in the law and in letters, has been an exceptionally successful one, and it is his belief that a man has only to cultivate the power of concentration in order to win his way in widely separated fields of endeavor. The greater part of his writing is done during the intervals of business in the morning hours at his office. He will drop

his pen to take up some knotty legal problem, and when it is solved will turn back to his manuscript. This power of turning from law to literature was the result of long training. Judge Grant carries his work with him wherever he goes. He is always storing up impressions, taking mental notes, and working out details of construction even when seemingly engrossed in other matters. The labor of writing a story is the lightest part of his task, since he has the entire work, even to small details, well in mind before he puts pen to paper.

F. Hopkinson Smith is a man of several callings,— an engineer and contractor, an artist, an author, and a playwright. He was asked not long ago how and when he found time to learn so many pursuits. "I never took time to learn them," was the reply. "Bread and butter had to come first. Men cannot live by their art alone — not at first. So, engineering and contracting is and always has been my business. It gives me my bread and butter. Painting, writing, and the other things I simply found waiting like waifs on the doorstep of my life, and I took them in; I could not help it. I cultivated them, and made them amount to something, and now they give me my pie and dessert. As an engineer I make my living; as a writer and painter and lecturer I enjoy my living. Being first of all a business man, I have brought system and method to bear on everything I do, and I manage to squeeze more fun out of my work than from all the amusements people commonly indulge in for recreation. The so-called successful man is too often a sorry fellow. He has remained on the treadmill until he has lost sight of every pure pleasure in life. He grinds, day in and day out, to pile up a few dollars for children, who, ten to one, will develop into insufferable cads. Many of them have never learned the delights of outdoor life; the joys of art, literature, music, flowers, or the appreciation and sympathy of one's fellows. All this is a sealed book to many an overworked business man. He is a money-making machine, and nothing more. I would rather have my piece of cake every day than wait for it until my teeth are gone and my palate is a piece of leather."

Edmund Clarence Stedman is a banker and broker from necessity, a poet and critic from choice. A native of New England, he settled in New York soon after attaining his majority, and for the next ten years maintained himself by journalism. It became clear to him, however, that his interest in literature and his love of literary art would be in constant conflict with journalistic writing, which is a dangerous rival, and in 1864 he abandoned the career of an editor, preferring to take up the business of banking, which might provide the means of livelihood, and not usurp the power of the pen. Meeting him casually "on 'Change" and conversing with him on the financial topics of the day, the poet is veiled, and only the broker appears, so that a stranger would learn with

surprise that the energetic gentleman with sparkling gray eyes, who talks of stocks and bonds, of strikes, pools, and railroad earnings, is the poet Stedman. He went into Wall Street, he is wont to declare, to gain a competence and to secure the time to devote himself wholly to literature; and he smiles at the assertion of a Chicago preacher that he gave up the muse for mammon. "I went into the stock exchange at thirty," said he to the writer, "because I needed to be independent in order to cultivate the beautiful. A school-teacher or a newspaper man is not in as good a position as I am to do literary work, because his constant occupation is of the same nature as the one he desires to do. My daily five hours 'on 'Change' are like hours of card or chess playing. To turn from this to literature is a relaxation. I could not write when I was a managing editor."

Mr. Stedman's experience has been not unlike that of the English poets, Austin Dobson and Edmund Gosse. Mr. Dobson accepted, at sixteen, a clerkship in the British Board of Trade, where he is now principal of an important department, in which there is an unusual mass of official detail and drudgery. He has been for the better part of fifty years a faithful, plodding government official, yet from this method of bread-getting he has snatched leisure for an exhaustive study of the literature of the eighteenth century, and for writing many volumes of poetry, critical essays, and biography. He is an industrious, painstaking official, and a literary recluse. When his official day is ended he finds recreation in literary work. He leads a dream life among his books, but in the morning is back at his post in the Board of Trade, winding and unwinding spools of red tape, as though there were no such thing as the flower of sentiment. Mr. Gosse is also a regular attendant at the Board of Trade, where he has held an appointment as translator since 1875. The British government, it is said, has no more thorough and painstaking official. Busy as he is in literature, accomplishing more in writing and in study than almost any living writer, he not only has never neglected in the slightest degree the duties of his post, but has attended to them with unusual fidelity and efficiency. His government service, however, is mechanical, and his real interests center in the world of letters. As poet, essayist, and reviewer, he has become an authority in English literature, and he has delivered courses of lectures in English and American universities.

Forty odd years ago, when Dr. Weir Mitchell was a struggling physician, with his way to make in his profession, he decided to print a small volume of verse. The manuscript was referred by the publishers, Ticknor and Fields, to Dr. Oliver Wendell Holmes for consideration. Dr. Holmes advised Dr. Mitchell to withdraw the verses and reconsider them at forty. At the same time he strongly impressed upon his younger

friend the belief that a man could not actively and with equal success consider two things so substantially apart as medicine and literature. Dr. Mitchell took this advice to heart and for many years applied himself without reserve to his labors as a practitioner. He has long enjoyed one of the most lucrative practices of any physician in America, and his private hospital in Philadelphia attracts patients from every part of the land. Under his care have been some of the most famous men and women of this country. Not, however, until he had won fortune and repute as a physician, did he return to his early love — authorship. He was thus verging upon middle age when he published his first essay in pure literature. That was in 1880, and a dozen volumes of prose and verse now stand to his credit, including that example of the historical novel at its best, "Hugh Wynne." Dr. Mitchell is constantly gathering material for future use, but all of his writing is done in the summer. Early in June of each year he leaves Philadelphia, and, after a fisherman's outing in Canada, settles down in his summer home at Bar Harbor. There he writes every morning until he is ready to return to Philadelphia in the late fall. He does all his writing with the pen. He never dictates his work, and puts an unusual amount of labor on his stories. Though he writes rapidly and with ease, he is never satisfied with his first draft. There is not a chapter of importance in "Hugh Wynne" that was not written at least twice before it was sent to the printer.

For years, Sherburne W. Burnham occupied a seat beside Judge Drummond of the United States Circuit Court in Chicago, as stenographer to the court. "What!" exclaimed a United States District Attorney who practised in Judge Drummond's court, "Our Burnham the Chicago astronomer! Why I have known him for these twelve years past, and knew there was a noted astronomer in the city by the name of Burnham, but never suspected that our quiet, modest friend was the man. Why, I have never heard him utter a word about astronomy." "Very likely," replied his friend, "and if you had known him for a hundred years it might have been the same; for, except to intimate friends and men of similar tastes, he never alludes to his scientific investigations."

Mr. Burnham is another striking example of the man who makes one calling the means to another. He was born in Vermont and early adopted stenography as a profession. During the Civil War he was stationed with the army in New Orleans, holding the position of shorthand reporter at headquarters. One day, as he was strolling along a street, his eye was attracted by the notice of a book auction. He entered, as the auctioneer was selling a work on the stars, and bought the book. A study of its pages was his introduction to astronomy, and, that he might explore the heavens for himself, he soon bought a small, cheap telescope,

exchanging it before long for a better instrument, which he took with him to Chicago, when he settled in that city at the elose of the war. Meanwhile, he kept on buying and reading the best works on astronomy, and mastered the general features and principles of the science. When he had saved a sum sufficient for the purpose, he bought a telescope with a six-inch object glass, from the Clarks, of Cambridge; and to permanently mount his new instrument he had recourse to mother wit. Procuring a large piece of timber, he sunk it deep in the backyard of his house, in the suburbs of Chicago. Around this timber he built what his friends laughingly called a "cheese-box," on the top of which he placed a dome that could be turned around easily at will. Most of the work he did with his own hands; it was with this little telescope, thus rudely mounted, that the modest, quiet shorthand reporter made his first important discoveries of double stars, — discoveries which soon attracted the attention and commanded the admiration of the leading scientific men of Europe. All this time he went on with his regular work and was at his place in court every day, working the usual business hours. In the evening he went into his "cheese-box" and studied the stars till approaching day drove him to his bed. Small wonder that when a foreign visitor went in search of this sleepless, sharp-sighted astronomer, to pay his respects and make a visit to his observatory, he was told by the street children that Mr. Burnham was a "queer man who lived nights in that cheese-box." But he was working to some purpose, for, in less than two years, by means of his six-inch telescope in a backyard in Chicago, three hundred new double stars, all of them elose and difficult, were discovered and brought to the notice of European astronomers. During the previous twenty years, all the observers in the world had not made such a contribution of new doubles to this department of astronomy. Not content with his first triumphs, Mr. Burnham has gone steadily on with his observations, until his friends can say he has discovered and measured more double stars than any other man, living or dead. Otto Struve, the eminent Russian astronomer, in a letter addressed to Mr. Burnham, said he had devoted forty years of his life to the zealous study and observation of double stars. "But when," he went on to say, "I think of what you have done in so short a time, I am almost ashamed of my own labors." Such has been the life-work of Burnham, the shorthand reporter. Not until a few years ago, when he was well past middle age, did he give up stenography as a means of livelihood for himself and family to accept a salaried place on the staff of the Lick Observatory.

Edward E. Barnard's career has not been unlike that of Mr. Burnham. He was born in Tennessee, and his early education was limited to two months' attendance at a common school. Fatherless and destitute at

the close of the Civil War, he began at the age of eight or nine to work in a large photographic studio in Nashville. He had grit and perseverance, and before long was perfect master of the photographie art. He was at his work one day when a young friend came to him, and, wishing to borrow some money, left a book on astronomy for security. The photographer's assistant did not wish security, but his friend insisted upon leaving the book. The youth examined it, found it most interesting, and then and there resolved to know all he could of the heavens. When he had read every book he could find upon the subjeet, he purchased a teleseope and spent his nights on the roof, studying the stars. He worked long and faithfully for his employer, but never grew tired of studying the wonders of the worlds around him. He eould read a work on astronomy, while sitting on the gallery-roof developing "solar prints," and could hunt out the things he read of, in the sky at night. During the day he earned his living; part of the night he studied, and the other part he worked with his telescope. Finally, as a reward for his labors, he discovered two comets before the watehful scientists knew of them, notwithstanding their greater advantages. This made his name familiar to all of the learned world, and he was asked to see what he eould do with the six-inch telescope at Vanderbilt University. Within six years he was the diseoverer of as many comets. Later, at Lick Observatory, he discovered eight comets and the fifth satellite of Jupiter, the last of the most notable events in the history of modern astronomy. He is now in charge of Yerkes Observatory, Chicago University, with his best years still before him.

It would be easy to multiply instances of men who have made one calling the avenue to satisfying repute in another, but one other shall suffice our present purpose. Charles Hallberg is the hard-working janitor of a Chicago office-building; he is also, in his leisure hours, a marine painter of skill and power. For seventeen years of his early life, Hallberg was a sailor. He knew the ocean in its every mood, and loved it. Illiterate, and already a grown man, he wished to tell his stories of the sea. He could not write them, so he tried to paint them, feebly at first, but with growing force and fidelity. He had no teaeher; he was not taught to draw, and his present knowledge of pigments is the result of tedious years of experiment, disappointment, and toil. He has triumphed, however, over all obstacles, and, though he still earns his daily bread as a janitor, his canvases now find their way into all the Western exhibitions, and compel the notice and praise of those best qualified to pass judgment upon them. There is inspiration of the best sort in the story of his hard-won success.

SUCCESS LATE IN LIFE

STORIES OF CAPT. ALFRED T. MAHAN, JAMES LANE ALLEN, DR. RICHARD J. GATLING, ARCHIBALD FORBES, DR. ROBERT COLLYER, C. G. BUSH, AND OTHERS

MUCH of the best of the world's work has been done by men in or past middle life. Many of the greatest works in literature, art, science, and industry, were not conceived till after their authors had passed forty-five or fifty, and some of the most splendid historical achievements came forth from the brain of men of sixty. When a man is best fitted to do a particular piece of work, depends upon what he is and how he has lived. Mr. Kipling has said that no man can write a great novel until he is past forty. The author of « Soldiers Three » may have already disproved his declaration in his own case, but it was true in the case of Thackeray. Defoe wrote « Robinson Crusoe » after he was sixty.

Among contemporary men of letters, Capt. Alfred T. Mahan was a naval officer past forty before he was ever heard of as a writer. He was a very capable man in his profession, a success, but not the success nature had cut him out for. It was by mere accident that he became known. Admiral Luce was conducting the naval war college at Newport. He had exhausted his list of names of well-known naval officers as lecturers before the college, and one day in desperation he closed his eyes and determined to select the man whose name his pencil would fall upon. Mahan was the selection and he was notified. He had throughout his life been a hard student. His cabin was full of the right sort of books. He wrote and rewrote his lectures with great care, and their delivery was a revelation to his fellow-officers and to the students. Then it was noted that when any writing was to be done, the plain, modest captain was always called upon to do it. He was the scribe of the navy, and his friends urged him to take up literary work. His books, « The Influence of Sea Power upon History » and his « Life of Nelson, » rank him as a great American man of letters. The first is a text-book in every naval academy in the world, and Captain Mahan is one of the best known Americans in the world, but he was not discovered till middle life.

It was not until he was fifty years of age that James Lane Allen won a name in the literary world. His magnificent work, « The Choir Invisible, » is the masterpiece which placed him on the list of famous writers. Mr. Allen's early life was full of struggle and disappointment;

but nothing daunted, he pushed steadily forward until his worth was recognized, and the Kentucky schoolmaster became a writer whose name was sufficient to vouch for an article or book from his pen. Articles on the « Blue Grass Region,» « A Kentucky Cardinal,» « Aftermath,» and « A Summer in Arcadia,» followed « The Choir Invisible» in rapid succession, bringing to the author not only fame but gold.

Richard Jordan Gatling, the inventor of the famous Gatling gun, called the « Peacemaker,» did not know the possibilities the future held for him until he had reached the turning point in life. His early education was such as he could obtain in the district school; but with a strong desire for knowledge, he studied after his working hours were over, and being of an inventive mind, made many experiments. He met failure after failure, until at last success crowned his efforts, only to have the result of his work swept away, first by fire, then through the treachery of his agent. Dr. Gatling, however, never thought of giving up, and after he had perfected and given to the world the famous Gatling gun, he felt well repaid for his long years of hard work, and unflagging perseverance.

When asked his opinion of the secret of success, he replied: « Never worry, cultivate stick-to-itiveness, and with indefatigable industry embrace opportunities.»

Archibald Forbes at thirty-two counted his life a failure. He had run away from college to enlist as a private in the British army, and later had gained a meager livelihood as a « penny-a-liner » in London. The opening of the Franco-Prussian war gave him a chance to serve the « Morning Advertiser » as a correspondent, but he was recalled from the field at the critical moment when the Germans were environing Paris, before he had had an opportunity to distinguish himself. He reached London in three days, with nothing ahead of him, so far as he could see, but a dismal return to penny-a-line work. However, he first determined to find a sale for the information concerning French plans of which he was sole possessor, having been the only non-combatant to ride around Paris before the city was entirely invested. The editor of « The Times » turned a deaf ear to his application, and Forbes, standing in Fleet Street, tossed « odd man out » to which of three papers he should go with his copy. The « Daily News » won the toss, and its editor, having heard his story, bade him write three columns. Returning to the office to state that the subject was not yet exhausted, reply was made to him: —

« Write on, then, until it is. We'll take as much as you like of *this* kind of copy. »

Forbes wrote six columns, and arranged for another article to appear the day after. When he presented his second manuscript, however, the editor said he did not think he wanted it. Angered and chagrined,

Forbes bade the editor "go to the devil," and then proceeded to go elsewhere himself. Chasing the correspondent up the street, the editor finally overtook and calmed him by the magic announcement:—

"Don't be an ass. We want you to start for Metz to-night."

It was four o'clock in the afternoon. Three hours later, Forbes was on his way to France. Before the year's end he had revolutionized the art of war correspondence, and had won for himself a permanent place in the history of journalism.

The life of Charles Goodyear, the inventor of vulcanized rubber, was a most remarkable series of failures—failures crowned with success that eame so late that the man who won it had hardly time to enjoy it. The son of a well-to-do manufacturer, financial reverses, while he was still a young man, reduced him to penury. The development of the india-rubber industry had just begun, and he thought he saw in it a chance for winning success. What was needed was a proccss for treating the gum of the caoutchoue tree so it would bear the heat of summer. Goodyear set about solving this problem. He had to borrow money for his experiments; his family was in eonstant want; he had to move from place to place, and he was repeatedly jailed for debt. Goodyear began his experiments in 1830, and it was not until 1835, when he combined the gum, magnesia, and quicklime, that there was a gleam of success obtained; but the produet which promised so well was found to yield to weak acids, like vinegar. A year later he combined nitrie acid and rubber gum, a partner with money was found, a faetory was secured on Staten Island and a store in New York, and success seemed within his grasp. Then the panic in 1837 wrought disaster to his plans, and, for the time being, he found it impossible to go forward. He had now become a subject of ridicule and was called the "India-rubber maniac." But, persisting in his efforts, he went to Roxbury, Massachusetts, and started again. It was found, after a good deal of money had been expended, that the nitric acid process affected only the surface of the rubber. Again everything was swept away, leaving him penniless. He was urged to give up his experiments, but he would not, and finally, through the accidental sprinkling of sulphur on the gum, by an employee, discovered the prineiple of the rubber vulcanization now in general use. This was in 1839, but it was not until 1844, when he was a man of middle age, that patents were granted to him. Thereafter, honors of all sorts were showered upon him. Many persons got rich out of india-rubber, but not Goodyear. He labored without ceasing until his death in 1860, and he saw his invention put to half a thousand different uses, but he died in debt. Yet Goodyear was successful in the highest and best sense, and he became so because he could not be discouraged by failure. To-day, uncounted millions profit constantly by his inventions.

Robert Collyer, with his young wife, came from England to America in 1850 and took up his residence at Shoemakertown near Philadelphia. He had become a local Methodist preacher the year before, and in his new home he presided on Sunday over a Methodist chapel, and worked at his trade of blacksmith the remainder of the week. The Methodist Church was not then free to discuss the slavery question, but the young preacher held most pronounced views thereon, and had the courage to express them. He developed at the same time a leaning toward Unitarianism, and upon publicly announcing a change in his views of the doctrine of the atonement, he was arraigned for heresy before the general conference of the Methodist Church, and his license to preach was revoked. This was in January, 1859. "I was poor, obscure, and without influential friends," said he not long ago, "and I felt at the moment that I was a broken man." As a matter-of-fact, his real career was about to begin. Within the month he received and accepted a call to the Second Unitarian Church of Chicago, newly organized with less than two score members. Chicago was then a rapidly growing city, and church and pastor grew with it. Robert Collyer at the end of a dozen years had become one of the most celebrated preachers in the West, with a congregation numbered by thousands. When he left it in 1879, it was to enter a still wider field of usefulness as pastor of the Church of the Messiah in New York, and to take up the work which will be laid down only with his life. Those burdened with the stigma of an early failure, can learn a lesson of hope and inspiration from his fruitful life.

George Fuller failed miserably as a portrait and *genre* painter, first in Boston and afterward in New York. The circle of art-lovers was then small, and Fuller had none of the pushing qualities which are often necessary to secure recognition. Finally he gave up his studio, betook himself to his native town of Deerfield in Massachusetts, and devoted a large part of his time and attention to farming. Years went by and memory of Fuller gradually faded from the minds of his fellow-painters, or if they recalled him at all it was as one who had fallen by the way. They were mistaken in their man. Fuller was studying Nature at first hand, and, in the intervals of his farm labors, gradually and with infinite pains was gaining a mastery of his art that was to make him one of the most satisfying painters of the period. Brush and palette with him had become not tools for money-getting, but for the delicate and veracious expression of beauty in the subtlest and most elusive forms. He got below the surface of things, and sought to embody in his canvases the nobler facts of nature. When, at the end of fifteen years, he reappeared in his old haunts, he brought with him a method and purpose entirely his own, and no more to be copied or imitated than those of any strongly individ-

ual painter who had preceded him. The paintings produced during his long period of seclusion became the art sensation of the period, and at once proved his right to a place among the very first of American painters. Thereafter, and until his death in 1884, his career was one of steadily increasing fame and profit. Success came to George Fuller because he knew how to labor and to wait, and because he was content to remain in obscurity until he had found the best means of expressing the best that was in him.

A friend and comrade of Fuller in his struggling Boston days was Thomas Ball, another painter without purchasers for his pictures. At the end of a dozen years Ball despaired of ever achieving success as a painter, but before finally closing his studio he resolved to try his hand upon clay. The sequel proved that at last he had found his true vocation. He began modestly with statuettes and miniature busts, and the approval which they received decided him to go on with his work. A bust of Daniel Webster was one of his first essays. It was produced soon after Webster's death, and, being put in plaster, met with a ready sale. Little by little his fame as a sculptor grew. He received one or two orders for life-size statues and filled them so satisfactorily that he secured the approval not only of the general public but of nearly all the best known artists of Boston. Thus he made money by his sculptures, large and small, and finally got sufficiently before hand with the world to feel himself justified in going to Italy. That was in October, 1854. Henceforth the story of his life is a record of prosperity and success. He has risen to a high position as a sculptor, and has lifted himself at the same time into the enjoyment of a competence. No American sculptor born before 1840 has done better work than he. He is now over eighty years of age, but talks of the commissions he has in hand with all the energy and hopefulness of a stripling in his teens. He attributes to persevering industry, and to a life-long habit of looking on the bright side of things, the success which came to him after failure.

Charles Green Bush studied art in Paris under Bonnat and other masters, and then settled down in New York to earn a precarious livelihood as an illustrator. Commissions were often wanting, and at one time in his career he gave lessons in drawing as a means of increasing his income. His varied efforts, however, were not always sufficient for the support of a large and growing family, and frequently it was a grievous problem with him how to pay the landlord and the butcher at the month's end. His fellow-artists came in time to regard him as a failure; yet want of success lay in the fact that in all this time he had never found his groove. It was quite by chance that he hit upon the branch of art offering the freest and happiest play for his latent talent. One day in the fall of 1889 the thought occurred to him that a visit David B.

Hill had lately made to Georgia held out an inviting subject for humorous pictorial treatment. He drew a picture of Hill executing a new march through Georgia and submitted his drawing to the editor of the New York "Telegram." Its prompt acceptance was followed by orders for other cartoons, and soon Bush was invited to attach himself regularly to Mr. Bennett's staff. He did so, drawing first for the "Telegram," afterward for the "Herald," and finally for both papers. His drawings from the first caught the attention and prompted the praise of the discerning, and when, at the end of seven years, he transferred his services to the "World," he carried with him the well-earned reputation of the most gifted and the best equipped of our native political draughtsmen. His present income exceeds that of any other cartoonist of the period. Success came to him late in life, but had he not been equal to the opportunity thrown in his way he would have remained a failure until the end of his days.

The turning of the water-power of Lake Superior into a nerve center of vast and varied industry promises to be one of the epoch-making events of the new century. The historian of this moment will not fail to record the fact that it is the sequel of what may be termed a failure — the outcome of a brave attempt to recover from original loss. A few years ago, when the attention of capital was first attracted to the latent possibilities of water-power, Francis H. Clergue went West, for himself and some Philadelphia friends, to find an available power that they might improve and make money from by the lease of horse-power in quantity. The Sault Sainte Marie, with Lake Superior as its millpond and an available fall of nearly twenty feet, seemed to him the most alluring prospect. His associates agreed with him, and without delay, work was begun on a canal which should furnish 20,000 horse-power of energy. But when the canal was completed its projectors had to face an unexpected difficulty. Though they now had an abundance of water-power to sell, no one appeared to buy it. Manufacturers could not be pursuaded to locate at a point so remote as the Sault. It was at this critical moment that Clergue proved his ability to transform initial failure into final success. Northward from the Sault stretched interminable forests of spruce. A wood-pulp mill was erected, and its daily product of a hundred tons of pulp at once began to yield a steady and substantial profit. This first success prompted the establishment of other industries, and now scores of millions are invested in and about the Sault. Clergue, in less than a dozen years, has laid deep and firm the foundations of an industrial empire, because, when other men would have faltered, he refused to admit defeat.

Adolph Sutro came from Germany to America in 1850 and set his face toward the West. He was then a youth of twenty, with a special

education in mineralogy and mining engineering. He mined for ten years in California, but with meager returns, and with success always just beyond his reach Finally he took to keeping a small tobacco store, the proceeds from which barely sufficed to bar the wolf from the door. His neighbors set him down as a failure, but he refused to agree with them. Instead, he studied his books on mining in his leisure hours, and waited for his opportunity. It came to him in 1864. The men who had control of the mines of the Comstock lode had gone so deep into the rocks with their shafts that the cost of keeping them free from the incoming waters exceeded the value of their output. Sutro visited the Comstock and closely examined the shape of the ore-yielding mountain. He decided, after several weeks' inspection, that the plan he had half formed was feasible, and he went to work at it. His scheme was to bore a hole under the mountain to the lowest level of the mines, and let the water, whose pumping was so costly, drain away of its own accord. It would cost much money to bore such a hole, but the profit from it, to its projector's thinking, would be certain, for the owners of the mines would gladly pay well for its use as a drain. Sutro's acquaintances laughed at his plans, but their skepticism did not trouble him, and ere long he was receiving subscriptions to the stock of his quickly-organized tunnel company. When he had $100,000 in hand he set men and drills and steam engines at work on the tunnel. Years elapsed, however, before the last piece of rock was chipped out of the hole, and the early struggle for working capital was as nothing to the fight which came in 1870. Sutro in his contest had against him the Bank of California, nearly the entire delegation in Congress from the Pacific Coast, and the firms that worked the mines and mills. Odds of this sort would have discouraged and crushed another man, and Sutro would have avoided the fight if he could have done so, but to shrink then meant ruin. His ready money and all he could borrow had been absorbed, and his only available resource was a small piece of real estate. He sold this for $350 and with the proceeds journeyed to Washington, where a bill had been introduced in Congress, the passage of which would have rendered the tunnel of no value to its projector. He went on a mining errand. The bill failed of passage, after a long and desperate struggle, and Sutro returned triumphant to Nevada. The completion of the tunnel nine years later made him a many times millionaire.

Charles Broadway Rouss served in the Civil War as a private in the Confederate army. When peace came he made his way to New York. He was without money, and during his first days in the metropolis slept in the parks. He became a street peddler, and in course of time managed to set up as a shopkeeper in a small way. He rose at four o'clock in the morning, worked fourteen hours a day, and saved a part of every

dollar that came into his till. He felt that he was fairly on the way to a modest competence when the panic of 1873 swept away his savings and caused his imprisonment for debt. All that remained to him was a stock of resolution and courage which no reverse could impair. "I will be a rich man in ten years," said he to the friend who helped him to regain his liberty, "and if I live twenty I will be a millionaire." To-day he is able to say that he has more than redeemed his promise. When he got another start, he paid his debts to the last dollar, and, step by step, built up a business which now amounts to eight millions a year. He has succeeded because he did not know the meaning of the word failure.

It would be easy to multiply instances of success after failure,— Cyrus W. Field and his long and finally successful efforts to lay the first ocean cable, or Jay Cooke and Henry Villard both winning new fortunes in their old age and in the face of what appeared to be hopeless ruin.

The Austrian General Radetsky (or Rodetski) never had the chance to distinguish himself until he was eighty-three years old. He became governor-general of the Austrian Provinces in Italy after having defeated the Sardinians at Custozza in 1848, and at Mortara and Novara in 1849, and after having captured Venice.

Von Moltke, the conqueror of France, was scarcely known when he was young, but after his sixty-sixth year, his victory at Sedan alone would have made his name immortal. After struggling for over half a century he at last gained wide recognition.

Havelock was not known ten years before he died. Sir William Hamilton did not find his place (The University Chair) until he was forty-eight years of age. Abraham Lincoln was not known outside of Illinois until he had passed his fiftieth birthday. Gladstone was nearly sixty when he became premier and was eighty-three when he took the office for the fourth time, and put the Home Rule bill through the Commons. Disraeli was sixty-three when at the Queen's command he formed his first cabinet, and seventy-three when he came back from the Berlin Conference with "peace and honor." Palmerston became premier at seventy-four, in which office he remained until he died, at the age of eighty-one. These men, all old before they reached their greatest success, are examples of what can be achieved late in life. Michelangelo was eighty-seven when he raised the cupola of St. Peter's. Titian painted until he was ninety-nine. Francia was nearly forty when the sight of a picture by Perrugio fired his imagination and he was determined to be an artist. Macaulay says of the good books now extant in the world, more than nineteen-twentieths were published after the writers had attained the age of forty. Milton was quite old when he wrote "Paradise Lost." West was seventy-nine when he painted his great work "Death on the Pale Horse." Dandolo was eighty-four when

elected doge of Venice, and when ninety-four, and blind, he bombarded Constantinople.

Noted historians have been advanced in years before they made their reputation. Oliver Cromwell, the creator of the English Commonwealth, was forty before he gave evidence of the matter he was made of. He had had no experience in war before he was forty. Poussin was seventy years old when he painted his best picture, "The Deluge." Richard Baxter did not know a letter at eighteen but he became the celebrated master at Mercer school in London and a noted author. Some men never have a chance to show their particular talents. To others, opportunities come late in life, and yet they astonish the world merely by displaying the fire which had smoldered in them for years.

Addison, that clear and limpid writer, would stop the press to change a preposition. He actually wore out his printer. Hazlitt spent years and years almost in despair before he reached his fame as a writer.

COMPARATIVE CHANCES TO SUCCEED IN THE VOCATIONS

By FRANK LEE FARNELL

THERE are opportunities for success in all honorable callings. The kinds and degrees of success may differ, but nearly every profession, trade, or business, offers inducements in one direction or another. The young man who is ready to make his choice of a vocation, and the parents or guardians who wish to start a boy on his career, should consider many things before coming to a definite decision. The vast changes in methods in both the commercial and professional world during the past few years, should be studied and heeded. Business is conducted on higher and broader lines than formerly; yet specialization is demanded — specialization of talent, specialization of forces.

The young man to succeed in these days must concentrate his talents and his powers. It is, therefore, important that he should first know himself, know in what direction lies his greatest strength. The parent or guardian should carefully study his boy's temperament, his individuality, the bent of his mind, and then endeavor to lead him, along the lines of least resistance, to where he will be able to assert his individuality to the best and most practical purpose. There is a special niche for every intelligent and industrious young man or woman; the attainment of success is merely a matter of finding and filling it.

In point of numbers engaged, merchandising is the most important vocation in the United States, with a following of about 700,000 persons.

Teaching comes next, with 350,000. Of physicians and surgeons there are 110,000; lawyers, 125,000; clergymen, 120,000; engineers and surveyors, 50,000; artists and teachers of art, 25,000; the ever vacillating number composing the army of literary workers would be rather difficult to compute.

A special course of study and thorough preparation are necessary in every profession. In some the requirements are set by state law, differing in the various sections of the country. Some states require a certain course of study occupying a certain length of time; some demand diplomas from a designated class of schools; some stipulate that applicants must have one or two years' practical experience with some one already engaged in the profession; other states have no requirements except the passing of an examination. In whatever state a person resides, he must, in order to take up law, medicine, public school teaching, or steam engineering, pass an examination provided by the state, and dealing with the fundamental facts and principles of the calling he desires to enter.

Art, music, and literature, though, of course exempt from legal requirements, demand study, close application, and hard work. The aspirant for their rewards cannot depend alone upon talent. Study and perseverance are the price of success in the arts, although, be it remembered, in all arts an excess of training and instruction may be injurious. The devotee must preserve his individuality and native strength, providing he can distinguish between these and mere affectations and mannerisms.

A minister's preparation is to a great extent based on the denomination to which he belongs. In the Episcopal Church a higher preparation perhaps is needed than in those of other denominations. The Episcopalian minister must know Latin and Greek, and should be thoroughly informed in the best literature. The Catholic begins his preparation for the priesthood at an early age in Catholic schools, and is practically brought up with that end in view. His training is rigorous, physically and mentally. His knowledge must be profound before he finally enters the priesthood. The great denominational schools of the Methodists, Presbyterians, and Baptists, are advancing in standard continually.

In the professions, a college education is a great advantage But if the young man cannot afford the expense of four years at college, he can usually fit himself at moderate cost. In all the large cities there are free schools of instruction in the special studies required in the different professions.

One who follows a profession should not be content with the special knowledge he obtains through his technical education. General culture is very valuable in every profession. «A liberal education,» says Ros-

siter W. Raymond, in speaking of engineers, "gives power over men; and the technical education, which gives power over matter, will be twice as easily gained if it is grounded on the mental discipline and the moral strength of a culture wider than its own."

Commercial pursuits may be entered without any instruction of a special nature; in fact, successes have been made with but very little education of any kind; but it is unnecessary to say that the wider the scope of one's knowledge, the greater are one's opportunities in any business. The best preparation for a business career is direct experience with a firm in the line one wishes to follow. By entering a business while young, and working up from one position to another, a boy will get a practical working knowledge of that business. If, in addition to pursuing his general studies in the meantime, he will take up either stenography or bookkeeping, or both, his advancement will be more sure and rapid.

The question as to when one may take up his life-work is important. The ministry may be entered at almost any adult age, up to fifty years. In some respects, one who begins at such an age has an advantage over his more youthful fellows. He has riper and more mature judgment, and makes his choice with more certainty of its being the right one. And yet, the younger man brings to his calling more energy, more enthusiasm, and has more time to prove his worth and to reap rewards. Literature as a vocation may be taken up at any age, and the later the better, although the actual preparation for it should begin practically in childhood. Law and medicine are so exacting in their requirements, and success in them is of such slow growth, that they should be entered at as early an age as possible.

The age at which a merchant begins is unimportant, if a previous occupation has given him commercial experience and he has the necessary capital. Many men take up farming after forty, and make a success. Insurance offers opportunities to middle-aged men. Politics may be said to hold inducements for the man who is no longer young. It exacts fewer educational qualifications, possibly, than it should. Knowledge of the world and certain personal requisites are, of course, indispensable, and a public career may, perhaps, be commenced better at forty than at twenty-one. In almost every other vocation, one should begin as soon as he is out of school, or, if he wishes a college education, upon his graduation. Of course, it is possible in almost any occupation to succeed, at almost any age, providing the hopes, energies, and enthusiasms are young.

This brings us to a consideration of what vocations are usually pursued for life and what are used simply as stepping-stones to other lines of work, and also whether experience gained in one vocation is of value

in making a change of calling. A physician is usually a physician for life. If he gives up his profession for something else, his special education and experience are not of great advantage to him unless he takes up the business of pharmacy, or something directly or indirectly connected with medicine. Usually, however, it is the pharmacist who in time becomes a doctor. In literature, the physician's experience may be of the greatest value.

The minister, too, usually dies in the harness, although there are many instances of his resigning because of loss of health or change of faith. Those who leave the ministry will find themselves somewhat handicapped for other work by their lack of knowledge of worldly affairs.

The law is both a good life-work and a valuable stepping-stone to other vocations. It fits a man excellently for politics, as the many politicians who are also lawyers will testify. The experience in arguing a case before a jury, the knowledge one must possess of the doings of the law-making bodies, the insight afforded into the motives and methods of people, will be valuable to a man who makes the change from the law to politics. The same is true if the lawyer goes into business as the manager of a corporation. Indeed, in almost any vocation he will find his knowledge and experience useful.

A man may step from politics into almost any business, with the knowledge that the experience he has gained and the friends he has made in the one will be of value to him in the other. Many a man, by winning the success in politics which involves the holding of a prominent public office, has been able to secure an excellent opening in some other line. President Seth Low, of Columbia University, was active in politics in his younger days. Becoming mayor of Brooklyn, he conducted the affairs of that city in such a thorough and businesslike way that the trustees of Columbia called him to be its executive head. The vice-president of a large life insurance company was once a politician.

Teaching often leads one to other and more remunerative work, and the training and experience is valuable in many different ways. In fact, many persons become teachers with no intention of making this their life-work. Hundreds of business men, literary workers, politicians, and ministers were teachers in their early days.

The education of an engineer is so technical in its character that he usually remains in his original vocation, although the training of his mind in the exact sciences would fit him well for somewhat similar occupations. The merchant learns much from the people he meets in his vocation; that, in addition to his knowledge of business methods, may be put to good and profitable use in other fields of commercial life, such as banking, manufacturing, publishing, etc.

Perhaps the first question a young man asks concerning a vocation is: "What are its financial possibilities?" Although he should not allow himself to be governed entirely by this consideration, the question should not be overlooked. In weighing the professions from this standpoint, he will find that the ministry does not offer very great inducements. As a rule, the minister is not well paid. Although there are highly remunerative positions in the church, such as that of pastor over a wealthy congregation in a large city, where the salary ranges from $5,000 to $15,000 a year, and fees of $100 or more for weddings and funerals are not unusual, the limited number of such positions, compared to the hosts of clergymen, makes the prospect of reaching them anything but bright. An income of from $500 to $2,000 a year is more likely to fall to the lot of the minister.

In teaching, the average salary is low, and even a professorship in a university, to which a teacher usually looks forward, carries but small compensation. The average salary of professors in a leading university is only $1,600, while in another equally prominent institution of learning it is only $1,200. To professors of international reputation these universities pay higher salaries, but the maximum is $5,000. The average teacher cannot hope for more than a few hundred dollars annually, $1,000 being considered good pay.

Literature is a profession in which the possibilities are large and the probabilities small for great financial returns. Still, the chances are really encouraging for the one who can do good work. The writer of successful novels secures an income ranging from $5,000 to $25,000 annually in royalties alone, and, by writing short stories and articles, which are eagerly accepted by the newspapers and magazines at high prices because of his fame, he can earn an additional income of several thousand dollars a year. But such cases are exceptional. The chances are that a writer may work for a year or more on a book that will bring him nothing at all, or only one or two hundred dollars, with none of that fame which insures the acceptance of his shorter articles by the periodicals. What is called "hack-writing," that is, the writing of articles on all kinds of subjects, the data for which the author obtains in all kinds of ways, sometimes pays $2,000 a year, but more often the income from this kind of writing does not exceed $1,000. The "hack" writer's earnings depend upon his health, his ability, and his opportunities. If one attempts to make a living by writing poetry alone, he may reasonably expect to hear the wolf howling continually at the door. Let a writer, however, once win success and the profession will pay him well.

The lawyer, when he has reached a high place in his profession, is often able to make considerable money, particularly if he devotes himself to corporation law. The fees, in cases where corporations are

involved, have been known to reach as high as $100,000 and there are numerous instances where ten, twenty-five and forty thousand dollar fees have been paid for the adjustment of single cases. The yearly income of the very successful lawyer may be put down as between $25,000 and $100,000, and while there are but few who reach even the lowest of these figures, the highest is among the possibilities. The income of a majority however, does not exceed $1,500 or $2,000, and in small towns the average lawyer cannot expect more than about $1,000.

The annual earnings of the physician depend much on the class of people among whom he practises. If, through friends and influence, he is able to treat the wealthy people of a large city, his practice will generally prove highly remunerative. Specialists, too, receive large fees for their services; ordinarily they exceed that of the general practitioner, and constant application, and increase of knowledge in the subtleties of their chosen work places an ever-increasing premium upon their services. If, however, a general physician is compelled, or elects, to practise among the very poor, his income will be small — unless he is employed by the city for his services among them, in which case, his income, while not large, will at least insure him a comfortable living. But he will have other and higher compensations. The average physician with average opportunities cannot often count on more than $3,000 a year.

In comparison with the amount of labor rendered, the training necessary, and the great responsibility that rests upon him, the civil engineer is not highly paid; yet his profession brings him many opportunities to reach important positions. The average earning of engineers for a year is about $2,500.

The returns in the professions of art and music are by no means uniform, and it is difficult to give a comprehensive idea of them. The average income of a good illustrator ranges between $2,000 and $3,000 a year, although one cannot earn this until his reputation is pretty well established. He is seldom likely to receive much more than this. There are very exceptional men, however, who make from ten to fifteen thousand dollars a year by drawing for magazines and books. Among painters, good incomes are the exception rather than the rule. In music it is much the same. Outside of the large amounts received by the great artists, the compensation is comparatively small. The music teacher in a public school is paid from $800 to $1,200 a year. There are many prizes for the especially gifted, but to the musician of only fair ability, the returns are not munificent.

To those who look for money-making vocations, business in its different channels is more attractive than the professions. Merchandizing, banking, and brokerage all present alluring prospects. Little limit can

be set on the financial returns that may fall to the lot of the merchant or broker. The banker, because he handles large sums of money, is popularly supposed to have a great income, but often this is not the case. The president of a bank sometimes receives as much as $20,000 a year, but there are not many such positions; and there are only a few other officers in a banking institution who are paid more than $2,000. A bank clerk seldom receives more than $850 to $1,200. Still, there are private bankers who, by judicious use of the money intrusted to their care, often enjoy large incomes.

In choosing a vocation, almost every young man wishes to know what it offers in the way of chances for becoming his own master. In many of the professions, and in nearly every business, there are ample opportunities for reaching such freedom. A few years in the employ of a merchant, and careful economy, will give a progressive young man with a talent for taking advantage of his opportunities the experience and means for starting out for himself. What happens later will depend upon himself and upon trade conditions, seeing that only a small percentage of business ventures permanently succeed. In banking, much is required in the way of capital and influential friends before a man can safely embark for himself. In insurance there are different grades of independence, from the president of the company, through the managers of the different branch offices, to the solicitor.

The capital necessary to start on a career is of great importance to the young man in average circumstances. Literature, not requiring a special course of technical study, and needing no tools but pen and paper, and no office, is perhaps the least expensive to enter. But even this requires something costly, time — time for practice and experience. The author must have capital to live on while he is laying the foundation of his career and awaiting recognition. In the other arts, such as painting and sculpture and music, a considerable expenditure is often necessary for materials with which to work. In most of the professions, the required capital consists of knowledge and aptitude, but in all of them there must be this waiting time; with the lawyer and doctor there is the added expense for office rent, furniture, and books. In mercantile ventures there must be considerable capital, for in these days there is little chance for the small retailer. A youth must, however, almost always enter the ranks as an employee. If he learns his business thoroughly by direct experience in it, he is likely to meet men who, appreciating his ability, are willing to supply the necessary money in exchange for his experience and form a partnership with him. A boy need not cast aside his preference for a certain vocation, even banking and brokerage, simply on account of the want of money. He can work in some office or store, preferably along the lines he wishes to follow, and get his special

education in the evening schools, at the same time saving money to keep him over the waiting period.

In almost every calling, good personal appearance is necessary, especially in the case of the minister, doctor, lawyer, broker, or any one brought into contact with refined people. It is a great help in seeking work of any kind. In addition, genial manners and the bearing of easy courage which carries with it the atmosphere of success, are valuable. A discouraged aspect will in nine cases out of ten militate against a young man's chances. The genial man, who readily makes friends, is usually a success in such lines of business as insurance and selling goods. This quality is also a great help to the lawyer, minister, and doctor, while he who would follow politics as a business, cannot get along without it.

The influence of a vocation on one's health, and the question whether it is dangerous or not, should receive careful consideration. The mining and locomotive engineer, and the worker in a match or fireworks factory, of course, are engaged in dangerous occupations, for they are liable at any time to fatal accident. Such occupations as the grinding of steel, working in a paint manufactory, and others of like nature, are necessarily conducive to early death through poisoning. A doctor's vocation is never free from danger. He is often compelled to expose himself to infectious diseases, and although he usually knows how to protect himself from them, he is not always able to do so. Then, he is called out at all times and in all kinds of weather, and this has sometimes an injurious effect upon his health, despite his precautions.

The most healthful of all, judged by the longevity of its followers, is farming, due to both the constant outdoor exercise and freedom from mental strain. Overwork is the principal danger to be avoided. The ministry offers an excellent balance between outdoor exercise and mental stimulus, in the preparation of sermons and the visits to parishioners. Yet the minister, like the doctor, must visit the sick, and run the risk of contagion. The lawyer is likely to tax his brain and time too heavily, and thus work injury to his health. The broker, the banker, the man holding large trusts of any kind, especially where his fortunes are dependent more or less on fluctuating markets, is likely to suffer great mental strain, which may induce severe nervous disorders. The business man, too, sometimes allows the petty worries and cares of his work to weigh upon his mind, to such an extent as to put him in condition to receive and foster the germs of ill-health.

The confining nature of some vocations is detrimental to the physical well-being. In some, such as literature, the arts, some departments of newspaper work, and clerking, close application and long working hours seem necessary to gain a foothold; yet the individual should remember

that no person can do one thing too continuously without injury to himself. If he will use what leisure he can secure, however small it be, in doing something entirely different from his regular work, or taking brisk walks in the open air, he will find that he can combat the effects of too close confinement.

The change afforded by a vacation during the summer has a direct bearing upon the healthfulness of the professional or business man who is able to take advantage of it. The teacher may shut down work entirely in the two hottest months, and go away for rest and recuperation. The lawyer's work is considerably less in the summer than in the winter, and the city physician finds at least a slight lessening of his labors. It is customary for the followers of these callings to act as substitutes for each other, thus giving each of them an opportunity for a vacation.

To those about to enter a commercial, or even a professional, career, the question of how to get business is important, and it is one not easy to answer in these days of original methods. It is this very originality — originality of ideas, of expression — that counts for more than anything else. One must advertise, but his advertisements must be very different from the staid announcements of former days. He must throw his individuality into them. He must study the methods of others who have been longer in the same business, but he must improve on them. He should be sure of the kind of people he wishes to attract and then devise plans for attracting them, either by carefully prepared announcements in the papers and magazines that reach such persons, or by sending his representatives to see them. In the insurance business, general advertising is of much less value than personal calls on prospective policy-holders. If one is a manufacturer, he should attach a name to his product, and then make that name known everywhere, by every possible means, including, above all, the putting of honest value into the goods it represents. The farmer, if he raises good crops, can always sell them. The banker and the broker, at first, must rely on the strength of individual standing in the community, and upon influential friends.

In nearly all the professions, personality and talent are most to be counted on. Merit demonstrated in one or two cases will bring two or three more, and the business will gradually come. A lawyer will sometimes get a start by attending to petty cases turned over to him by busy fellow-lawyers, and a young physician is often helped in a similar way. The author and the artist must establish themselves by the superior merit of their productions. They must send or take their work to the market, that is, to the publishers, where it will be valued according to its merits.

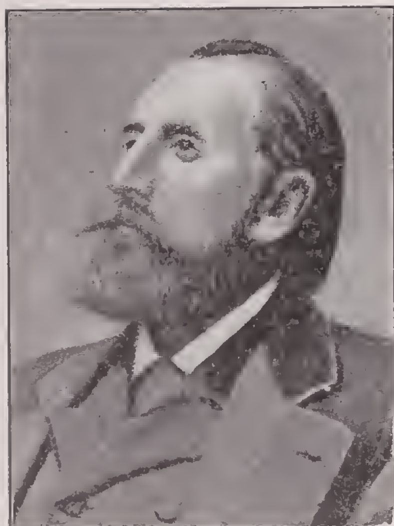
Whatever the vocation, time should be given to physical improvement, and also to mental and moral growth. No one should let his

calling so absorb his attention and energies as to exclude all thought of self-improvement. However he is situated, whatever he is doing, he can and should take the time necessary for broadening his mind, widening his horizon.

Although there are obstacles and causes for discouragement in all vocations, if the young man feels a strong urging toward any particular calling — one to which his tastes and talents lean more urgently than to any other — he should follow it consistently and insistently, for determination and unquenchable enthusiasm are bound to win.

SUCCESS AND LONGEVITY

By F. L. OSWALD, M.D.



"Died of defeat and dark-colored drugs;" a Texas coroner's jury thus explained the fate of an unsuccessful candidate who had tried to drown his grief in unknown chemicals.

Yet that brief verdict could have been shortened one-half. There is not the slightest doubt that many men have died of defeat alone. Horace Greeley did, and Charles Parnell, and in all probability Louis Philippe, when he learned that the cause of the Bourbons was irretrievably lost.

Hope is the most indispensable of all tonics, and when men come to the conclusion that life is no longer worth desiring, nature generally decides that it is no longer worth preserving.

"Is it the plan of your government to keep me on this rock till I die?" asked Napoleon, when Admiral Malcolm visited him on Saint Helena.

"Such, I am afraid, is the intention," replied the admiral. "In that case," said the exile, "you may tell them to rely on it that I shall not trouble their jailers much longer."

On the other hand, of all the specifics for keeping disease at bay, it may be truly said that "there is nothing more successful than success." With his head shrouded in bandages, Marshal Vendôme arose and dressed for supper, when a courier brought the news that the Spanish government had appointed him commander-in-chief of the loyalist troops. "I shall have no time to be sick now," he laughed, shaking hands with a friend who asked him to beware of a relapse.

A tendency to consumption, or equally fatal lung troubles, was hereditary in the House of Savoy, and most of the predecessors of Victor

Emanuel died young. The « fighting king » himself escaped, and reached a good old age, and also happened to be the first who had fought to good purpose. He reached the goal of his ambition, while his ancestors had wasted their energies in struggles against hopeless difficulties,— party intrigues, attacks by bullying and over-powerful neighbors, and what not.

And is it an accident that the two most uniformly victorious sovereigns of the last fourteen centuries were also the most long-lived? In length of reign, Queen Victoria and Kaiser Wilhelm the First had only one European rival, a king of the Spanish Visigoths, who reigned so prosperously for sixty-two years that his contemporaries used to ascribe his luck to the possession of a talisman.

Sanitarians have investigated the comparative death rate of several callings, and the results might seem less puzzling if we should recognize the fact that a physically healthy occupation is not the only factor of longevity.

In the scale of longevity, clergymen and gardeners rank first, but school-teachers unexpectedly outrank farmers. Now grangers, unless they drink their own cider, fulfil about all the principal health laws of nature, while Ichabod Crane got exercise chiefly in the form of vocal efforts. But Ichabod's slumbers were not disturbed by visions of tax-collectors, high tariffs, and low market-prices; he did not worry about mortgages nor the frown of the milk inspector. While the soil of old farms is apt to become worn out, the teacher's prospects of success become more promising from year to year. The grade of intelligence is improving; absolutely unteachable youngsters have become a tradition of the past. The teacher himself has learned to avoid mistakes; his school is a farm that tends to produce better and better crops.

Barkeepers figure at the bottom of the list, their chances of survival being several per cent. below those of sailors. In the South, they are often as jovial as fiddlers, but the attempt to promote human happiness by means of alcoholic beverages cannot boast the reward of success.

Even the mystery of dying races might be solved upon a theory founded on the life-shortening influence of failure. The perishing Tasmanians did not all die of « rum and rifle-balls »; several thousand of them were removed to a government reservation and provided with all the actual necessaries of life, including a temperance commissioner; but they pined away, unable to bear the neighborhood of colonists who beat them in farming, fighting, fishing, hunting, and trading.

Transient military reverses do not decide such matters; the Saxons recovered from Hastings as the Romans from Cannæ, but definite defeat is generally followed by the decrease of the vanquished tribe, even

though its ancestors, as in the case of the Maoris, should have been models of physical vigor. Since 1870 the birth rate in France has barely balanced the death rate, while the population of Germany has largely increased,—not by the acquisition of new provinces, only, but by an increase in the average of longevity.

But while length of life is an effect of success, it might also, to a rarely recognized degree, be made its cause. Under present conditions our lives are mostly half-told tales; our season of earthly existence is too short to ripen its harvest; before the laborer can find time to finish his task, he is overtaken by the night. In the course of the last four thousand years our manifold sins against the health laws of nature have shortened our span of life about one-third, and it is not too much to say that the recovery of that lost working chance would solve one of the chief riddles of existence, the frequent disproportion of toil and reward.

"So much labor for a winding sheet?"

For one victorious Joshua of a great enterprise, a hundred wanderers through dreary deserts die, like Moses, at the very threshold of their promised land. With an addition of twenty years, scores of cruelly unrewarded lives could have been brought to a triumphant conclusion; despairing Keppler could have witnessed the vindication of his doctrine; Jean Jacques Rousseau could have seen the often smothered sparks of his literary genius blaze aloft in brilliant flame.

Yet thousands of those who doubt if they are destined to solve the problem of victorious survival, might begin by making their lives worth living, for success is at once the germ and the fruit of longevity.

THE BEARING OF OCCUPATION ON LONGEVITY

By SAMUEL FROST
Recorder of the Equitable Life Assurance Society

While the average man in health gives little or no thought to the effect of his occupation upon the length of his life, the subject possesses much interest, and, revealing, as it does, vital conditions in various callings, may be studied with profit.

From the research of leading insurance companies, and from a careful compilation of statistics in Great Britain, may be obtained a fairly accurate idea of those occupations which are conducive to long life and those which tend to shorten man's natural span of years.

Of all workers, the figures show that those least likely to prematurely join the great majority are the ministers, the teachers, and the farmers. The ratio of mortality among clergymen, as compared to that of men generally, has been computed to be as 533 is to 1,000; that is, the clergyman's chances of escaping fatal disease and living to a ripe old age are nearly twice as good as the average. Thus mathematics demonstrates the fact that the man who would live long should be upright and temperate. Statistics drive this truth still farther home when they show that ranking next to ministers in longevity are the gardeners, the teachers, and the farmers. The mortality ratio of the former as compared with the average is as 553 is to 1,000, and the latter as 563 is to 1,000. It will be noticed that the gardener has a slight advantage over the farmer, a condition accounted for by the fact that the gardener's life is the less laborious, the more peaceful and free from worry. The mortality among men classified as farm laborers is somewhat above that of those styled simply farmers. This is undoubtedly due to the fact that farm laborers not infrequently make heavy drafts upon their vitality by excessive toil, which, however, is counterbalanced by their abstinence from strong drink, as indicated by figures which show that their mortality from alcoholism is very much below the average. But the mode of living among agriculturists in general is simple and natural, and, as the compilation proves, means for them life and vitality when men in occupations involving much nervous strain are broken down or dead.

In the legal profession, for example, the standard of average mortality is much higher than among farmers, the lawyers' ratio being as 953 is to 1,000. They suffer exceptionally from influenza, nervous diseases, disorders of the liver, Bright's disease, and diabetes, all of which ailments are usually brought about by sedentary lives and indulgent habits.

It would seem that the physicians, whose business is the preservation of life, would be successful in preserving their own, but, as a matter of fact, the mortality in the medical profession is higher than among the lawyers, although during the last few years it has been decreasing. The physicians' ratio of mortality from all diseases is very close to the average, but from diseases of the circulatory system and from suicide it is much in excess, while the ravages of gout and diabetes are three times as great as among the general run of men. On the other hand, consumption, respiratory diseases, and accidents play comparatively little part in the mortality of medical men.

The fact is worth noting that not only among physicians, but also among ministers and lawyers, diseases of the heart constitute the most frequent cause of death, whereas consumption and respiratory diseases hold a minor place in the mortality figures of these three professions, although they are the most extensive destroyers of life in most other occupations. The proportion of deaths from alcoholism was formerly higher in the medical profession than among the people generally; now it is about the same.

Schoolmasters, in common with other professional men, suffer severely from diseases of the heart, while their death rate from consumption is considerably higher than in the three professions mentioned above. The general mortality ratio among schoolmasters, however, is lower than among any other class of professional men except ministers.

In marked contrast to the longevity of teachers is that of musicians. The lives of the latter are considerably shorter than the average, the ratio of mortality being as 1,214 is to 1,000. The mortality of musicians from alcoholism is over twice as great as the average, and from consumption is nearly twice as great. The death rate from suicide is also nearly double the standard. Musicians are much affected with diseases of the nerves and circulation. These facts would point to undue emotionalism and use of stimulants among musicians.

The commercial travelers are also a class in which the general mortality is high, with an exceptional proportion of deaths from alcoholism. Bright's disease and diabetes reap a large harvest among the travelers, while consumption is less fatal than in many other occupations. The fact that suicide has fallen off 47 per cent. within twenty years among

the traveling salesmen, would indicate easier and more propitious conditions in their calling. The death rate among commercial clerks is a little below the general standard, although consumption is more fatal than the average, this condition being due to long hours of indoor work.

The death rate of storekeepers is below the average, but the factor of locality gives it a considerable variation. In industrial neighborhoods it is higher than in agricultural. The mortality among some branches of the shopkeeping class is, however, above the general level. Thus, tobacco dealers die much more rapidly than the average, from alcoholism and diabetes; bookbinders and printers, tailors and shoemakers succumb in excessive proportion to consumption; druggists are prone to nervous diseases and suicide. The mortality among manufacturing chemists is very high. Booksellers, publishers and librarians, though enjoying on the whole better health than the average, are more apt than men in general to suffer from gout and other diseases due to an inactive life. They rarely commit suicide. The butcher's arch enemy is alcoholism. Liquor-dealers and innkeepers die seven times as fast as the average from drink, eight times as fast from diseases of the liver, and twice as fast from suicide. Their death rate from all diseases is double the standard.

The mortality of men in the building trades is below the average. The figures show that the carpenter's and mason's work is healthful and the cabinetmaker's less so, doubtless because the latter works indoors. Among the roofers and slaters is shown an undue proportion of accidents. The death rate in these trades is highest among the plumbers, painters, and glaziers, who die in large numbers from lead poisoning and consumption. The shipwright has one of the most healthful of trades; in it, deaths from consumption, alcoholism, and diseases of the digestive organs are noticeably few. This may be accounted for by the fact that the shipwright's trade is an active one, carried on out of doors, in healthful localities near the water.

Textile workers in factories die more rapidly than the average, in youth and beyond the age of sixty-five. During the intervening years they enjoy average good health. The greatest mortality in this class of workers is found among the dyers and printers of cloth, and among the glass-workers.

In the railway service, the mortality from alcoholism is given as about the same as in the ministry, but it is probably lower, since cases of death from alcoholic stimulants among the clergy are not always reported as such. Railway employees do not suffer much from consumption or diseases of the digestive organs. Engineers are more liable, and conductors less liable, than the average to nervous diseases. The mortality of the conductors from accidents is 240 per cent. higher than that of men generally, while that of the engineer is 139 per cent. higher. The statistics

indicate that the railway man is more subject to accidents than is the seaman. Deaths from accident are proportionately nearly the same among railway conductors and miners. The latter are shown to be a temperate body of men, not especially liable to disease. The most unhealthful occupation, with the exception of that of the saloon-keeper and bartender, in cities and industrial districts, is shown to be file-making. Scissors, saw, and needle-makers are close behind file-makers in their tendency toward consumption and other respiratory diseases. This liability is due to irritation of the lungs caused by breathing in minute particles of metal. The lead workers also have a particularly unhealthful occupation.

A study of the tables of statistics shows that a great majority of deaths are caused by diseases of the digestive organs, due to excessive eating and drinking without sufficient exercise, and to diseases of the lungs and respiratory channels, due to working in stagnant and vitiated air. That mortality in almost every occupation has decreased since 1880 is a significant fact. Thus decrease has kept pace with the building improvements in the important matters of ventilation and sanitation.

The insurance companies have, by means of long experience, arrived at reliable conclusions as to the dangers (chiefly from accident) attending various kinds of work, and in accordance with these conclusions, they charge extra premiums or refuse to insure. Applications will not ordinarily be accepted from aëronauts and submarine divers, Arctic and Antarctic explorers, ordinary soldiers and sailors, dry-grinders, saloon-keepers and bartenders, nor from others engaged in hazardous occupations. Some of the classes of workers who must pay extra premiums, varying from $2 to $50 per thousand, are, blasters, boatmen, brewers, cattle tenders, electricians, deep-sea fishermen, glassblowers, hotel keepers and clerks, hunters, jockeys, life savers, lumbermen and loggers, miners, oil men, prison guards, pyrotechnists, quarrymen, riggers, roofers, and sawmill employees. Those working daily in powder mills are charged the highest premiums, namely $50 per thousand. The freight brakemen and car couplers are placed next, with an extra tax of $20 per thousand. The insurance companies regard car coupling as the most dangerous occupation that is engaged in by a large body of men. The companies make special arrangements, varying in individual cases, with army and navy officers, sea captains, missionaries, and others. Nuns and sisters of charity they prefer not to accept.

THE DECLINE OF THE PROFESSIONS

By RUFUS ROCKWELL WILSON

The late William M. Evarts, a few years before his death, said to the writer: "When I graduated from Yale, in the famous class of 1837, in which were Morrison R. Waite, Samuel J. Tilden, Edwards Pierrepont, and Benjamin Silliman, the choice of callings was exceedingly limited as compared with that of to-day. I naturally commenced to consider what profession I should follow. Journalism was not considered the profession it now is, and had no attractions for me. The ministry was a leading profession then, as now, but I was not of a ministerial frame of mind. Medicine was such a gruesome business that I could not bring myself to consider it seriously as a life vocation, although it promised wealth and honors. I was very favorably impressed with the life of a farmer, but when, as a test of my physical strength, I attempted to lift a barrel of apples into a wagon and found that I was not equal to the task, I turned my attention to the law, which I have followed for sixty years, with more or less success. I think now, if I were standing where I was in 1837, and journalism was what it now is, that I should choose as the business of my life that of a journalist. I can see in it greater possibilities than are embraced in other callings."

Mr. Evarts's words throw a strong sidelight on one of the most important changes of the last half century — the steady drift of college men away from the learned professions as life vocations. Time was when almost every graduate from an American college became either a lawyer, a minister, or a doctor. A hundred years ago forty per cent. of the graduates from Yale became ministers. Beginning with the middle of the last century, however, the fraction of each class that entered the ministry was diminished, especially in the classes which were graduated during the Civil War and the late 'seventies. Since then the figures for individual classes have varied between three and thirteen per cent., but the average figure for five-year periods has remained noticeably constant at six and seven per cent. The proportion of a Yale class choosing the law as a profession has varied little during the same period, while tables covering the period of 1797 to 1893 show that the profession of teaching has attracted a fraction of each class that has varied within

very narrow limits, thus indicating that teaching has become a well recognized profession, and tends nowadays, like the law and medicine, to attract approximately the same fraction of each college generation. The same is true of the medical profession, which during the five-year periods since 1841 has uniformly attracted about one-tenth of those graduating from Yale. As regards the above four learned professions, the law, the ministry, medicine, and teaching, the figures conclusively show that, after attracting a larger and larger constituency from among the classes of the first thirty years of the last century, the tide then turned, and from attracting nine-tenths of each college class during the early 'thirties, the proportion fell off steadily, with hardly an exception, till recent times.

But the most striking fact brought to light by the table is the great increase in the number of the graduates of Yale pursuing a mercantile career. The proportion of business men in the first twenty classes of the nineteenth century was temporarily high, perhaps owing to the stimulus of the foreign wars, and of our war of 1812 and its after effects. Then the fraction fell to a low level in the 'twenties and early 'thirties. Beginning with the class of 'Thirty-Nine, the fraction rose steadily, with practically no setback, until the present time, rising most rapidly in the classes graduated in the late 'forties, during the Civil War, and during the 'seventies. From generally occupying the fourth place in importance among the occupations of graduates, business rose to third place with the class of 'Forty-Two, to second place during the Civil War, and promises ere long to wrest the first place from the legal profession.

The general outcome of the movement as indicated in this table may be summed up as follows: The law during the past century has uniformly enlisted one-third of each college generation. At the beginning of the century, the ministry followed closely. The law and ministry were then chosen by about two-thirds of the classes. Nowadays, the law still holds its own, but the ministry has fallen off greatly, its place having been taken by mercantile vocations, which now attract about one-third of the graduates. It is noticeable that during the eighty years covered by the table, the sum of the figures for the ministry and of the one for business in each five-year period fluctuates fairly closely about 37 per cent; and that, with very few exceptions, a rapid fall in the figure for the ministry goes hand in hand with a rapid rise in the figure for business; and when the falling off in the ministry is retarded, the same is true of the increase in the number of business men. It would not be safe to conclude from this that the kind of men who formerly became clergymen now go into business, though this may be true to some extent. In any case, it is clear that the leadership which naturally falls

to the college graduate in this country was formerly chiefly exerted from the bar and the pulpit; that nowadays, however, the industrial leaders are also largely recruited from among college graduates; that the typical college graduate of to-day is no longer the scholar, but the man of affairs.

Reports from other leading colleges — Harvard, Princeton, and Cornell — tell a somewhat similar story. The learned professions still claim a majority of the graduates of these institutions, but an increasing percentage of the members of each class enter trade or some industrial calling. The change thus wrought manifests itself in various ways. Twenty-five thousand young men are graduated from our colleges every year, and enter the fields of practical work, and their average success proves the practical value of a college training.

The career of Lewis Nixon shows in a striking way how, in these latter days, the college graduate of yesterday becomes the man of affairs of to-day. Nixon was born in the state of Virginia, the little town of Leesburg claiming the honor. During his early youth he was known as a reckless youngster, but even at the age of nine years he displayed a fondness for mathematics and mechanical studies. On the twenty-first of June, 1878, in his eighteenth year, he was appointed as a cadet midshipman to the Naval Academy at Annapolis, Maryland. From the day Nixon entered the Naval Academy to the day of his graduation, four years later, he stood first in a remarkably brilliant class. About this time, through the courtesy of the English government, the United States was allowed the privilege of sending two of her most promising young officers to pursue a postgraduate course in higher mathematics and shipbuilding at the Royal Naval Academy. Ensigns Nixon and Shock were selected to represent our government at this, the most advanced school in the world, the students of which are considered the flower of the English service. In addition to these, Great Britain, desiring to bring together in competition the most brilliant minds of the day, extended to each of the civilized nations of the world the privilege of sending two representatives.

Even among such a galaxy of talent, young Nixon took the same stand that he held at Annapolis, and after a three years' course won the honors of his class. After this he was instructed by our government to visit all the great shipbuilding yards of Europe, in order that he might become as able practically in his profession as he had shown himself to be theoretically. As soon as this duty was completed, Ensign Nixon was appointed a naval constructor and ordered to join a board that had instructions to settle the complicated relations between John Roach and the government. Following this he was sent to New York, where he performed the first rolling experiment ever made in this country on a large

vessel. From there he went back to Roach's yard on duty connected with the construction of the "Boston." From this time until Nixon was ordered to the New York navy yard, he served in responsible positions on various boards that had in view the building of a new navy. When Secretary Tracy decided to have constructed the most formidable battleships of modern times, Chief Constructor Wilson immediately ordered Nixon to Washington and intrusted this duty to him. As soon as this work was completed the Cramps, who had been watching closely this designer's career, made him a substantial offer to sever his connection with the government to become the naval architect of their firm. The Secretary of the Navy was not inclined to part with the services of so valuable an officer, however, and did not entertain the idea of accepting his resignation. Upon being convinced that in such a responsible position Nixon could better serve his country, and that his genius could better expand there than it could within the walls of a government office at Washington, the Navy department reluctantly gave up this promising constructor. But Mr. Nixon did not remain long with the Cramps. Seven years later he leased the Crescent yard at Elizabeth, New Jersey, and became a shipbuilder on his own account. A steadily increasing measure of success has attended his efforts.

The career of the late Walter Webb furnishes another case in point. Young Webb in his youth showed some taste for engineering, and he was placed in the Columbia College School of Mines, which is the scientific department of that institution, and was at the head of his class. After graduation, however, he felt some inclination toward a career at the bar. He gratified it to the extent of studying, being admitted, and hanging out his shingle for a brief time. His legal education was of value to him, though only in other achievements, toward which he began to drift soon after he opened his office. An opportunity to go into the banking and brokerage business presented itself, and for some years he was busy studying the mysteries of Wall Street stock dealing.

Almost accidentally he drifted into the railway business. His brother, Dr. Seward Webb, who had married one of the daughters of William H. Vanderbilt, became interested in the palace car company which the Vanderbilts controlled, and when Webster Wagner, the president of the company, met sudden death, having been crushed between two of his own cars, in a railway collision, Dr. Webb became president of the company, and invited his brother to accept an official post in connection with it. Walter Webb had not been in the railway business a month before both he and his employers discovered that he had peculiar qualifications for this business. It seemed to fascinate him. He was no pompous official, fond of sitting in richly-carpeted rooms and issuing orders with heavy dignity. He was everywhere. He studied the

science of railway car-building; he skirmished around among the shops; he was not afraid of dirt, nor of putting on a jumper and a pair of overalls if necessary. And as a consequence, he soon had not only mastered the duties he was employed to perform, but, being full of suggestions and devoted to his vocation, he was speedily promoted. While an officer, he really served an apprenticeship, working harder than any other employee, never thinking about hours or salary, but bent only on learning the business.

Thus he proved that he possessed ability of the sort that makes great railroad men. The Vanderbilts were quick to recognize that ability and gave him the responsible post of assistant to President Depew. In March, 1890, the directors of the New York Central elected Mr. Webb third vice-president and put him in charge of the operating department of the passenger service. Five months later the big strike on the New York Central occurred, and nearly five thousand men quit work at the command of the Knights of Labor. President Depew was in Europe. Mr. Vanderbilt was away and the two other vice-presidents had nothing to do with the operating department. The whole brunt of fighting the strikers fell upon Mr. Webb, who had been vice-president then less than six months, and who was only thirty-eight years old. He accepted the situation as he found it and won the fight. But the hard work done during the strike, and the great nervous strain that was incidental to it, undermined Mr. Webb's health, and eventually brought about a long train of serious ailments which caused his death at the early age of forty-eight.

Governor Benjamin B. Odell of New York furnishes still another instance of the college man in business. When he left college, twenty odd years ago, he passed by the learned professions and selected other means of making his way in the world. His father was president of an ice company, and he was put in charge of the business of that company. He determined to know the business from the foundation and drove an ice cart and delivered ice, himself, about Newburg. His wages were not large, not above two dollars a day, but he lived within his income. When he had mastered the ice business, he branched out and became interested in electric street railways, electric lighting, and power companies, and in banking enterprises. Before he was forty he had accumulated an independent fortune. Governor Odell holds that a college education, in these latter times, performs its best service in fitting a man to seize and master opportunites, and he quotes with approval this wise and sane passage from an address on education delivered some years ago by ex-President Hurlburt, of Middlebury College, Vermont: —

"Good, roundabout common sense has never been superseded by the college diploma. *Alma Mater* is no match yet for Mother Wit. Nothing

is more common than to see our so-called educated men, that is, our academy-trained and college-bred men, surpassed in mental and moral power, and out-distanced in the race of life, by men who have known little if anything of our set forms of school training. In taking an inventory of a man, it is a matter of trivial moment to know whether he graduated from this or that preparatory school, or any preparatory school; from this college, or that college, or any college; the plain blunt question which the world asked yesterday, and has been asking to-day and will ask to-morrow is, What of the man? How much is there of him and to him and in him? What can he do? — do in fields of labor? — do at the bedside of the patient? — in the pulpit or at the bar? This is the question of our times, and it is a fair, honest question. The popular test is making havoc of diplomas and certificates. It says not, Tell us the educational groove the young man has been sliding in and which he has slid through; its demand is not whether he hails from this school, or that school, or no school; whether he comes from a mansion or a cottage or a log hut. Put him on the scales and let us weigh him. The question is not, Have you studied arithmetic, algebra, geometry, astronomy, Latin, Greek, French, German? but if you have studied these branches of knowledge, what have they done for you? The question is not, Have you graduated from Harvard or Yale or Dartmouth? but, if you have graduated from one of these schools of learning, what has your college done for you?"

SHOULD A YOUNG MAN HAVE A COLLEGE EDUCATION?

OPINIONS OF PRESIDENT ARTHUR T. HADLEY, PRESIDENT CHARLES F. THWING, PRESIDENT DAVID STARR JORDAN, THOMAS L. JAMES, ISAAC N. SELIGMAN, ANDREW CARNEGIE, HENRY CLEWS, AND OTHERS

THE following is a symposium of opinions from well-known college presidents and business men on the value of a college education to a young man, and especially to a young man who expects to choose a vocation in the business world for his life-work. Dr. A. T. Hadley of Yale, Dr. Chas. F. Thwing, President of the Western Reserve University, and President David Starr Jordan of the Leland Stanford Junior University, very naturally are advocates of a college training, and their opinions are reinforced by those of such well-known business men as ex-Postmaster Thomas L. James, Isaac Seligman, the banker, and the late Roswell P. Flower; while men like John C. Eames, the manager of H. B. Clafflin & Co., take the view that the value of such an education depends almost wholly upon the character of the individual. Andrew Carnegie, although he has given millions for founding libraries, is on record as disparaging the idea of a classical education for boys who intend to enter business life. Henry Clews does not employ college men in his Wall Street offices.

ARTHUR T. HADLEY

Dr. Hadley writes: —

« For the great majority of men, a college course is of inestimable value. For a minority, it is worse than useless. How shall a boy determine to which of these classes he probably belongs?

« A good college offers its students three things: theoretical knowledge of principles connected with his business, breadth of general culture, and friendships that are of service to him now and hereafter. If he appreciates these things, and can take them seriously, a college is a good place for him. If he cannot thus appreciate at least one of them, he had better not go to college at all.

« None of these things can be played with. They must all be achieved by hard work,—none the less hard because it is so often pleasurable.

"If a boy thinks that the study of theory is a short and easy way for the attainment of practical skill, he is gravely mistaken. It is quite apart from practical skill, and its results show themselves more in the later stages of the student's development than when he first goes into the office or the shop. The theory of mechanics or physics is not to be studied by lectures and experiments. It means knowledge of analytical geometry and differential calculus. The theory of chemistry is not to be learned by amusement in the laboratory, but by attention to principles which require the utmost exactitude of application. The theory of political economy is not to be learned by reading entertaining books and magazine articles. The so-called theories which are easily acquired and glibly recited are met, in practice, with a contempt which is well deserved.

"In like manner, the boy who thinks he can acquire general culture by flitting from book to book, as the butterfly goes from one flower to another, taking only that which attracts his attention, and dropping it as soon as he is tired of it, is simply engaged in intellectual dissipation. Real culture means to work hard, to understand forms of expression, whether in science or in literature, in painting or in music. The merely careless observer makes little progress toward true cultivation. The chief reason why Greek is retained in so many of our college courses is that it makes the boy see the necessity of this close study and prevents him from deluding himself into the belief that he is broadening his mind, when he is really only acquiring habits of intellectual shiftlessness.

"It is an equally grave mistake to regard friendship as a mere amusement. The acquaintance which is sought for the pleasure of the moment counts for nothing in the boy's character, or in the future life of the man. The friendships that really count are those which are wrought out through sympathy in hard work for a common purpose. Whatever enlists men in loyalty to a cause outside of themselves enables them to come to closer knowledge of one another, and to serve one another in ways undreamed of by the mere pleasure-seeker. Whether it be in study or in athletics, in social organization or in religious activity, this spirit of self-devotion is essential for him who would realize the value of this side of college life. In default of such a spirit, it becomes a mere dissipation, as bad as that of the man who seeks a short cut to technical skill or to intellectual culture.

"If hard work in any or all of these directions appeals to a boy, let him go to college. If not, let him, as soon as possible, get into a practical business which will prevent him from wasting his energies, and which, although it may tend to produce some narrowness, will avoid the far worse evil of inefficiency."

Honorable Thomas L. James writes:—

"The theory that the four years which a young man devotes to acquiring a college education would be more advantageously spent in familiarizing himself with the principles and details of the business which he

contemplates pursuing is not, in my opinion, founded in reason. In the first place, the period which he would spend in college occurs at a peculiarly formative time of his life; at a time when he is particularly receptive to high and inspiring moral influences — such influences as shape and fit his character — such influences as it is the purpose of the college to exercise, and which are more often a part of the great institutions of learning than of the counting house. It is a period of life that can never be recalled, since it is not in the power of man to turn back the wheels of time; and is, therefore, of priceless value; whereas, a man may begin at almost any time of life to train for a commercial career. There are numerous instances of men who have made such beginnings late in life, and succeeded. A man of the right sort must of necessity learn much more quickly in college than in business, because it is the purpose of the faculty to cause him to learn, and to that end the best disciplined minds of the country are engaged.

« When a young man enters a business house to learn the business he must fight his way up step by step, which is a most wholesome and developing process; but he is apt to be beset on all sides by temptations, petty jealousies and many other influences which tend to discourage him and to retard if not stop his progress.

« To be sure, many men succeed in the face of the most adverse circumstances, and are entitled to the highest measure of credit, but I am firmly convinced that they would save four times four years by going to college. Even with men with whom money alone is the measure of success, a college training is a great advantage. It is possible that at the outset the young man who has served four years at the desk may take a larger salary than the young college graduate, but it will not take the latter long to catch up with and pass him; and then the distance between them will continue to increase. Of course I mean, in this comparison, that they must be men of equal stamina and moral integrity; in which case, the superior training of the college man will count as against the narrower experience of the other man.

« But I cannot too emphatically insist that no amount of knowledge and discipline will avail a man if he be not moral and honest. College life affords a man a breadth of knowledge and experience not to be otherwise obtained in four years. When a young man goes into business with the sole purpose of making money, and works hard, he generally succeeds. Money-making is apt to become with him a passion, and when he has attained what was at first his goal, the passion of money making has so developed within him that ten times the amount he originally set out to acquire is not enough; and so the goal keeps forever receding. He becomes practically a slave to his money, because the acquisition of it is the only pleasure he knows, and he will have a very dreary old age before him if he has not acquired a taste for literature, music, and art. To be sure, this is the case with many of our prominent business men, but they are men of marked character and ability, and capable of attaining almost any height.

"It is sometimes pointed out, by men who advocate the doing away with the college course, that such men as Commodore Vanderbilt were not college graduates. While this is true, it is still a very dangerous citation to make, as Commodore Vanderbilt was a genius. The Hon. Thurlow Weed once said to me: 'What William H. Vanderbilt knew by education, his father knew by intuition.' The younger Vanderbilt was a college-bred man, hence his comprehensive grasp and ability to take hold of and increase the gigantic fortune which his father left, with but little training in finance as compared with that of his distinguished father. Many of our millionaires to-day have famous libraries and collections of paintings and statuary, selected by themselves with rare taste and discrimination, the result of tastes acquired at college. College training enables a man to elevate his business to the dignity of a profession.

"Another great advantage of a college training is the association it affords. A man can make intimate, profitable, and lifelong friends at college that it would be well-nigh impossible to make elsewhere. There he will meet, in large numbers, the future important business men of the country — men who are in training to take charge of great businesses already established. He can establish himself socially among a class of men whom it would be difficult, if not impossible, to meet in any other way. It is there his fine traits of character will be recognized by men whose recognition will be of the greatest value to him in after life.

"But it is not always the college-bred man who is the best equipped. Take, for instance, Benjamin Franklin, who was one of the Council of Amiens with Jay and Adams. He was the only one of the three who was not a college-bred man, yet the only one who could speak French. But Franklin, like Thurlow Weed, and Commodore Vanderbilt, was a close student and a genius."

Andrew Carnegie says: —

"The absence of the classical college graduate from every department of affairs should be deeply weighed. I have inquired and searched everywhere, in all quarters, and find scarcely a trace of him. Nor is this surprising. The prize-takers have too many years the start of the graduate; they have entered for the race invariably in their teens,— in the most valuable of all the years for learning anything,— from fourteen to twenty. While the college student has been trying to master languages which are dead, and such knowledge as seems adapted for life upon another planet than this, as far as business affairs are concerned, the future captain of industry is hotly engaged in the school of experience. I do not speak of the effect of college education upon the young man training for the learned professions; but the scarcity of the graduate from the classical course in high positions in the business world seems to justify the conclusion that general college education, as it exists, is fatal to success in that domain. The graduate has but little chance, entering at twenty, against the boy who swept the office or who began as shipping clerk at fourteen. The facts prove this."

And yet the man who believes that the college graduate has no chance in business against the office boy has recently donated $10,000,000 to the Scottish universities to make education in them free to the youths of Scotland. "Consistency," Emerson has said, "is the hobgoblin of petty minds," and nobody can accuse Andrew Carnegie of being petty-minded.

Charles Franklin Thwing writes: —

"To go through college represents a sum seldom less than twelve hundred dollars, and seldom more than five thousand dollars. This investment of money should mean, and usually does mean, a return in money. Illustrations abound to prove that the financial returns received by college graduates, from their investment in college education, are very remunerative. The graduate begins his business career at the bottom, and receives the wages which the lowest subaltern does; but he rises rapidly, and the higher he rises, the more rapid is his progress.

"Education is a great time-saver in a career. It represents the going back a few steps of the one who is to make a leap; it gives a spring, a buoyancy, and a swiftness and effectiveness. The four years which a boy spends in college help him to get into the great places in his chosen calling earlier, and probably to continue in them longer. I chance to know that one of the greatest retail houses in one of the greatest cities — the identity of which I cannot, of course, reveal — has recently drawn up articles of partnership to cover the next fifty years. Among the articles of the compact is one providing that every son of the partners shall serve an apprenticeship of five years; but, it is added, every son who has had a college education may have this period of five years reduced to three. This instance possibly receives additional force from the fact that this house is composed of members of that race which, on the whole, furnishes the best merchants in the world, the Jewish; a race that has not been specially distinguished — despite many conspicuous exceptions — for its partiality toward the higher education. One of the great hardware men of Cleveland is accustomed to say that when a college graduate has been in his employ a fortnight, he is of as much value as a high-school graduate who has been in his employ four years; and, of course, after the fortnight, his value increases in a geometrical ratio. This remark of my Cleveland friend seems to me too strong, but I venture to give it as evidence of the claim that a college education is a good investment of time."

David Starr Jordan says: —

"The thoroughly trained man, nowadays, must be a college man. The universities are using every effort to train men along special lines for definite efficiency in something. The old idea of college education as a means only to general culture is passing away. The university takes men as they are, and tries to make them what they can be. A man to-day in America is foolish to be 'self-made' when better means for his making are at hand.

"Formerly, a man of an executive turn of mind, a leader in business or politics, found, in a college education, little that could help him. Now, he finds much. In the future the college men will be the natural leaders in industrial and political affairs. The reason is that the men born to lead cannot afford to stay out of college. The strong man, because he is strong, will become a college man.

"The college man is no longer the exception,—the Greek-minded or Roman minded only, or the son of an *alumnus*, who wishes his boy to have the training he had himself. Every man of brains is fitted for college, and the college is fitted for him. As has been well said, a college education does not so much help a man to start on a high round of the ladder of business life, as it helps him to climb faster and to reach a more exalted position than his less educated competitor."

Roswell P. Flower, a self-made American, the builder of a great fortune and the winner of an honorable name in private and public life, to the question which was once propounded to him: "Is the college the best training for a boy designed for a business career?" replied:—

"If I had a dozen boys I should not send all of them to college; I should carefully select from the number those I judged best fitted for the higher education. I had to make my own way, with no more learning than the elementary knowledge acquired in the public schools. I think a college education the greatest boon that can fall to the lot of a boy endowed with a clever and active mind and a wholesome thirst for knowledge. However humble a man's situation in life, knowledge will enrich him in the long run, one way or another. At the same time, university training is not essential to success in business life. Moreover, I should hesitate to advise a parent to send even the brightest boy to college, if I was not quite sure that he could withstand the temptations sure to be offered him there. There is too much luxury about our present college life.

"Personally, I never felt the lack of a college education until I entered politics. I was then forty-four years old and my endeavors to master the various subjects that came before me in the House or in the committee rooms, were sadly hampered by the want of fundamental knowledge. I had to study uncommonly hard to hold my own, and to cover up defects of early training.

"So it is in business. The commercial man who has received only a common school training, as he advances in years and responsibilities, and as he constantly encounters new developments and new phases of affairs, will be compelled to call in, as advisers, men of broader education than his own. Very few of the business men and politicians of the older generation were college bred; the majority of those who are leaders in the commerce of to-day, too, have achieved success upon the basis of a common school education; but the desirability of a university course is becoming more and more apparent as the struggle of life sharpens. Nothing will more thoroughly fit a boy for the battle before him than natural talent developed by college education and backed by frugal habits."

Henry Clews, who began life at fifteen as a clerk in a woolen importer's store, is a conspicuous example of a man, who having attained success himself without the aid of a college education, regards it as an impediment rather than an aid to business advancement. He says: —

"My conclusions are the result of my experience. I do not employ college men in my banking office. None need apply. I don't want them, for I think they have been spoiled for a business life. After spending several of the best years, the years when the mind is most active and open to impression, in learning a lot of things which are utterly useless for business, they come to the cities to make their way in the world. They are wholly ignorant of business methods. Their education has tended to shut their minds to knowledge of this kind. While they have been at college, other men have been in the business office, have begun at the bottom and have worked up, learning all the details, getting that knowledge which cannot be set down in books.

"The college man is not willing to begin at the bottom. He looks down on the humble places which he is fitted to fill, and indeed he looks down on all business as dull and unattractive. He wants a place such as his years and his education seem to command. This place he cannot get, for he has yet the A B C's of business to acquire. And even if he does bring himself to accept the place which he must accept if he would have any measure of success, he does not utilize it in a way to advance him. His thoughts are not with his business but with his books, literature, philosophy, Latin. Now no man can meet the demands of the exacting business life in that half-hearted way. Business requires an undivided mind.

"I think that a man has just so many niches in his brain. In each niche so many negatives, as it were, fit, and then the niche is full. Now at college a man is busy filling up the niches, and if he goes through college in the right way his niches are all full. When he comes to business he has no room for it, or if he has a little room it is such a little, and is so crowded, that business affairs have very little chance. In law, medicine, and other professions, a college education is all right. The niches are filled with things that are useful in a professional career. But in business, the college education is usually worse than useless. The college man is not a successful man in money affairs. It is the man who has started in as an office boy and who gets the education of keenness and practical knowledge that comes from early contact with business men. He is not retarded by ideas and theories of life entirely out of harmony with his occupation.

"I have practically tested the question whether a college education is desirable for a business man. Years ago I employed several college men, one after another, and none of them succeeded in benefiting either my business or himself. So I got rid of them. Of the boys who came to me equipped with nothing beyond a common school education, a sound mind, and an ambition to work, dozens are now independent business men, while as many hold responsible positions with large firms."

Isaac N. Seligman, of the great banking firm of J. & W. Seligman and Company says: —

"In our house we prefer the college-bred young man to the young man of scantier education simply because our experience has shown that, other things being equal, the former makes the better business man. Of course we do not make employment conditional on a college training; that would be manifestly unfair, and, happily for the encouragement of the youth who cannot obtain this education, there are many conspicuous examples of success, in all departments of life, achieved without it. But facts compel us to recognize it as a distinct advantage. It gives a young man breadth, develops powers of concentration, sharpens the reasoning faculties, supplies balance, enables one to see things in their true relations and to separate the essential from the non-essential, which ability is of the utmost value in solving the problems that are constantly presenting themselves in business life. Not only does a college training improve the mental faculties, but it develops that power of self-control which enables one to command his best resources at a moment's notice; thus it fits the young man to meet with promptitude and sound judgment the contingencies and emergencies that are continually arising in a business man's career.

"Although college alumni are comparatively scarce among the business men of the present generation, I think that in the next generation they will be found in abundance in the front ranks. In every walk of life where there are prizes worth the winning, it is a fact that competition is becoming more keen and the law of the survival of the fittest is in very active operation. Under such conditions the man whose natural powers have been developed by proper and assiduous training stands the best chance of coming out on top. The need of the higher education is becoming more and more apparent. One of the significant signs of the times is the extent to which large corporations are employing college-bred men as heads of departments.

"It will generally be found, I think, that the successful business man who decries or belittles a college training as an aid to a business career, is one who has himself achieved success without it. I am inclined to doubt whether he is the most competent judge of the matter. There is no telling how much further he would have gone had he had a college training. And it must be remembered, too, that in the days of his youth there were comparatively few college graduates seeking advancement along business lines. For the most part, they sought professional careers. Therefore, he was not brought so much in competition with them as is the young man of to-day. And it is noticeable, too, that the successful business man who received no college education himself, generally sees to it that his sons, if he have any, are sent to college.

"It is a poor estimate of success which measures it alone in terms of dollars and cents. Success is very dearly bought when it makes of a man a mere money-making machine. In the broadest sense the most successful man is the man who makes the most of himself — the man who gets

out of himself the best that is in him. In attaining this result there can be no question that a college education is a great help. No man's life should be confined to his business alone. Art, science, literature, philosophy — many of the things that make life best worth living — lie outside of it; but this is no reason why he should not, in a measure, possess them also. Even if I believed that a college education made it harder for a young man to become a successful business man, instead of as I believe, rendering it easier, I should still strenuously advocate a college education for the business man."

Charles Broadway Rouss, self-made, and a rich merchant, says: —

"I did not obtain a college education myself, because it was my duty, as I understood it, to make a living for myself as soon as possible. But in the broadest sense I most certainly believe in education. A man cannot know too much in this world, — to learn all he can, I take it, is one of the chief things he is put here for. Therefore, I hold that a college education, apart from all considerations of its commercial value, is something well worth having. But the query: 'Does a college education contribute to success in business?' restricts one largely to a practical view of the question. The most conspicuously successful business men in America, measured by the fortunes they have made, — John D. Rockefeller, Andrew Carnegie, Jay Gould, Russell Sage, and some others that might be mentioned, — did not receive college educations. They have shown conclusively that a college education is not essential to success in business. It is hardly conceivable that they would have acquired larger fortunes if they had been graduated from colleges. It is easily conceivable that with broader education their energies might have been in some measure diverted to other channels, in which event they might have been content with fewer millions.

"But, of course, they are examples of the exceptional men who are predestinated to succeed. Applying the question to youths of more ordinary endowments, the main fact to be considered is that the getting of a college education involves a sacrifice of three or four years, during which other competitors in commercial fields are learning valuable lessons in the school of actual business experience. They are, therefore, in the lead when the college graduate starts. Will what he has learned at college enable him to overtake them? That depends on the individual. If he have the right stuff in him, and is content to begin low down, and work as hard to master the dry details of business as he did to pass his examinations, he will come out ahead. If not, he will continue to lag behind. I would say, therefore, that if success in business is the only thing to be considered, the average boy will get along better without than with a college education. The boy of a higher type will probably succeed better with a college education. On other grounds, I would say that every youth should obtain a college education who has the opportunity. It helps him to get out of life the things that make life worth living. The cultivated man can afford to be a little poorer, if fate so wills it, than the man who knows next to nothing outside of his own business."

John Eames, general manager of the H. B. Claflin Company, which in its stores and factories gives employment to an army of men, says: —

« There are striking examples of success attained in business fields by men who never had a college education. That seems to prove that a college education is not essential to success in business. On the other hand, many conspicuous examples might be cited of successful business men who have attended college. That seems to prove that a college education at least is not a barrier to success in business. Setting theories aside, it is obviously a very difficult question to decide, on the basis of established facts, whether or not a college education contributes materially to success in business life. Most of the heads of departments in our employ started as office boys. Whether they might have accomplished more or less had they started with college educations it would be impossible to tell.

« There can be no doubt that, regarded as an acquisition in itself, irrespective of its effects on one's future career, a college education is well worth having. It enriches a man's mental storehouse. It should develop a thirst for knowledge that will keep him growing through life. As applied to the professions, its value is unquestioned. It supplies the information that can be turned into money later on. But with a business career before one, the proposition to be considered is a different one. Only in actual business can one master the lessons essential to the attainment of success in business. The college education contributes to their mastery only indirectly through the mental discipline it involves.

« If a boy is unusually bright, ambitious, industrious, eager to learn, and at the same time possessed of those traits which indicate that he is cut out for a business rather than a professional career, I would say, send him to college if his parents can afford it. That sort of boy can be depended on to get all the good out of a college education possible and to make good use of it in catching up with those who started out ahead of him. Besides, it will enable him to draw on science, art, and literature to broaden and deepen his life. It will help him to make of himself something more than a business man — a business man with a large plus.

« But if the boy destined for business is an ordinary sort of boy merely, or a bright boy, but not disposed to be studious, I would say do not send him to college, but let him start in with some business house as soon as he leaves school. And, meanwhile, it is something to be glad of for the sake of those boys whose parents cannot afford to send them to college, that a college education is not essential to success in business. If any one doubts it, let him ask John D. Rockefeller or Andrew Carnegie.»

John Gilmore Speed, an industrious investigator of nearly all the living questions of the times, has addressed himself to the subject; Who among public men have a college education and who have not? He writes: —

« In the present Cabinet of President McKinley there are eight members. Six of them are college men; one, himself a non-graduate, was a professor

in a college when he entered the Cabinet. The remaining eighth man finished his education at an academy which, as likely as not, ranked in scholarship with many of the colleges that confer degrees in all the dignity of Latin text, which many a recipient would be stumped to put into literal English. The administration of Mr. McKinley, himself not a college man, though the graduate of a law school, was mainly conducted by men of college training. There is probably no man in the country, not a crank, who will say it was any the worse for being so. At the other end of Pennsylvania Avenue, where the legislative and judicial coördinate branches of the Government do business, let us see what is the collegiate condition of the judges and legislators. The judges are as follows, with the college of each opposite his name:—

Chief	Justice	Fuller	Bowdoin.
Mr.	"	Harlan	Center.
"	"	Gray	Harvard.
"	"	Brewer	Yale.
"	"	Brown	Yale.
"	"	Shiras	Yale.
"	"	White	Georgetown.
"	"	Peckham	Albany Academy.
"	"	McKenna	Bonica Collegiate Institute.

"Here we see that the members of our highest court do not rank any higher as college men than the members of the Cabinet, though they are appointed and confirmed to office in large measure by reason of their great and sound information in a branch of learning that has been called the sum of all knowledge. Indeed, the magazine editors of the country, and the newspaper editors of New York City, as will presently be seen, in proportion have had greater early scholastic advantages. The Supreme Court justices, however, presumably on account of the nature of their work, are hard students all their lives, and some men, comparatively illiterate in the beginning of their career on this exalted bench, have become ripe scholars long before the end of their service. Judges, however, have better opportunities for self-improvement than almost any other men in active life. . . .

"It has been difficult to determine exactly the collegiate status of the members of Congress. As well as I could make it out it stands thus: Out of eighty-six members of the Senate, forty-four are college men; out of three hundred and sixty members of the House of Representatives one hundred and sixty-eight were graduated from college. . . . I confess that I was surprised at the showing, and I do not hesitate to say to the youth who would go to Congress that he will further his chances enormously if he will go through college and bear a proud sheepskin to his home, even though he never be able to read its Latin text."

Of the eight leading New York daily newspapers, seven of the editors-in-chief are college-bred men. Fourteen out of fifteen of the

great magazine editors went to college. In "Who's Who," the red book of prominent Americans, Mr. Speed found that out of 8,602 names, 3,237 were graduates from colleges, 271 were graduated from West Point and Annapolis, and 733 attended college. This is an immense percentage of college men, considering the fact that the colleges turn out annually only about 2,500 young men, while 500,000 young men are yearly added to the industries of the country. When the roll of distinguished persons is scanned, it is found that one out of two and a third are from college.

Mr. Speed brought out the fact that eighteen of the fifty presidents of big railroads in the country were graduated from college. But of the eight most prominent men of affairs, J. Pierpont Morgan, Andrew Carnegie, John D. Rockefeller, William Rockefeller, James J. Hill, James Stillman, Charles M. Schwab, and William C. Whitney, only the last had what could be called a college education. The above fact will bear out what other writers have said on this subject, namely, that it is the average man and not the genius that needs a college education.

Mr. Speed gives some figures on the cost of a college education: —

"In this era of big things it is interesting to consider the cost of college instruction. That may enable us to make up our minds as to whether or not it pays. The grounds and buildings are appraised at $133,000,000; the productive funds at $138,000,000; the scientific apparatus at $14,000,000; the benefactions at $21,000,000; while the total annual income of them all is $21,000,000. That is a great sum, even greater than the $16,000,000 the poor people of the city of New York annually pay into the policy shops of the metropolis in a game in which they have no chance to win. Here is an illuminating contrast. The whole United States pays $21,000,000 annually for its higher education; the metropolitan city alone puts $16,000,000 yearly in a game that preys only on the ignorant. I fancy no college man ever played policy except in the pursuit of knowledge and by way of experiment. When ignorance is so costly, higher education would not be very dear at twice what is now spent on it."

HOW TO OVERCOME DEFECTS IN EARLY EDUCATION

By HAMILTON WRIGHT MABIE

Education is a relative term. No man has ever been completely educated; no education has ever been finished. Many men have entirely completed special courses of training in special departments, and have learned everything which the schools were able to teach, both in the way of knowledge and of skill; but education is always, in the end, an individual matter. All that the schools can do for the best student is to teach him where to find the sources of information, how to use the materials at command, and how to handle the tools of his craft or profession. The man who does any original work in the world must go on, from this point, to educate himself thoroughly, in the light of what the schools have taught him.

A business man whose educational opportunities of a formal kind have been limited, is, therefore, in the same position as a most eminent specialist; neither is completely educated. A specialist has the advantage of a business man in having passed through a longer course of training, and having the advantage which such a course offers, of utilizing the best experience of the past, and the best knowledge of the present. It must not be forgotten, however, that no man can be successful in business without coming under very important and searching educational influences.

There are three great elements in education: Discipline, instruction, and the development of original power. Discipline puts a man in command of his own faculties by teaching him habits of study, of observation, of concentration, and of industry; habits which are conditions necessary to the attainment of success in any field. Instruction involves the imparting of knowledge; such a direction of the mind as enables it to secure the largest possible amount of information in the different fields in which it studies. The most thorough education in the world cannot confer original power. The well-known story of a man who went about among the schools, inquiring where he could purchase, for his daughter, the faculty of acquiring knowledge, which she seemed to lack, is typical of the misapprehension under which many people labor. Education cannot add to one's original educational endowment; but it can

so thoroughly train the senses and the mind, discipline the will and store the memory, as to bring out every ounce of available power, and put the student in such complete possession of himself that, whatever he may do, he will do it with the freedom and individuality which constitute originality.

The work of the world, in which every business man is involved, is the greatest single educational force brought to bear upon society. It is a habit of those, who have not thought about the matter, to speak of business as if it were purely commercial,—confined entirely to buying and selling, with a view to profit. As a matter of fact, the necessity of working, which drives men into business, has not only developed the resources of the world in a magnificent way, but has done more than any other single force to steady society, by training its individual members to be self-governing, self-respecting, and trustworthy. No man or woman can retain a position in any employment without the possession of the qualities of industry, honesty, veracity, and promptness. Those two fundamental attributes of the English-speaking peoples, which Carlyle says form the bases of character,—honesty and truthfulness,—have been drilled into these peoples by their own commercial occupation. The business of the world rests on the assumption that a great majority of men can be trusted, both in speech and action; and in this fundamental education, which makes society temperate, obedient to law, diligent and trustworthy, business has played the chief part. The workshop, the factory, the store and the office are the great schoolrooms for a large majority of men; and they are every day silently imparting a training, both intellectual and moral, which is of the very highest value to society. No man can succeed in business without submitting himself to the training and the discipline which the work of the world brings with it. No man can succeed, in either large or small operations, without concentration, diligence, and at least a semblance of sound moral character; so that every business man, no matter how limited his early educational opportunities, if he has any faculty for business, and has had any success, cannot be regarded as a wholly uneducated man.

Many of the managers of great enterprises, the organizing financiers, those who are called the captains of industry, are not only men of great brain power, but men of very wide information, of generous tastes and of liberal culture. In many instances, such men have had the advantages of formal education; in many other instances, they have supplemented the training and discipline of business by studies in other and more purely intellectual fields.

What the business man needs, whose early educational opportunities have been limited, is not, therefore, the elements of training and discipline. He most needs, as a rule, sound habits of thought and the

opportunity of forming acquaintance with the best literature, the best history, the best art, and the best knowledge of the world in his own department. In order to do this, he must, as a rule, in view of his preoccupations, depend mainly upon himself. He cannot make use of the skill and experience of other men, although more than one successful business man has put himself under the tutelage of a competent instructor late in life, for the sake of remedying some defect in his education, or of acquiring some kind of knowledge of which he has felt the need. The chief obstacle in the way of self-education for most men of active business life is lack of time, or, at least, the impression that there is a lack of time. As a matter of fact, men have, as a rule, time for the things for which they really care. If a man has a passion for knowledge, in almost every case he will secure it, no matter what the pressure of his daily work may be. If a woman loves beauty, she will find access to it, no matter what the disadvantages of her situation may be. The heart comes to its own, in the end. When we do not get the things which we think we want, our failure, as a rule, is due to the fact that we are not willing to put forth the effort, or to pay the price, by work or sacrifice. Most men unconsciously waste enough time for self-education. Many business men live at a distance from their offices; they spend from one to two hours a day in going to their places of business from their homes, and in returning to their homes. When this time is given to walking, nothing is to be said; for health depends largely on exercise, and health is a primary object in all intelligent living. But most men do not walk; they use conveyances of all kinds, and they have from one to two hours, each day, of spare time. That time, as a rule, they give to newspapers. No man in our age can be intelligent who undervalues the newspaper, which is the daily history of our own time. So far as it is a daily history, the newspaper ought to be regularly and intelligently read. But the newspaper is many things besides a daily history; it is a chronicle of all manner of miscellaneous, personal, unusual, abnormal, and criminal events; it is a chronicle of private affairs, of scandals, and of crimes.

There are many newspapers which are free from objectionable reading matter, but which, of necessity, present to their readers a great mass of material which is interesting and not without value, but which is of purely secondary interest to the man who needs the uplift, the inspiration, and the enrichment of familiarity with the best literature of the world. It is easy to get, out of the morning and evening newspapers, in twenty minutes, a full report of the world's doings. When that is accomplished, a man who is eager to cultivate himself would better spend his time upon other and more valuable reading matter. Almost every one knows of business men who have become accomplished lin-

guists, who have studied history, and made themselves familiar with good literature, by devoting to these pursuits the leisure moments of the time spent in travel between their homes and their places of business. The writer has in mind a very capable business man who has learned three languages in this way, without very great effort,— learned them at moments which he would have given, otherwise, to the reading of miscellaneous newspapers which would have left no trace upon his mind. The men who lack the time for self-education are so few that they ought not to be taken into account. What is needed is a husbanding of time,— a perception of the value of fifteen minutes in the morning and fifteen minutes in the evening; a habit of treating separate pieces of time as a whole, and so getting, from ten minutes here and ten minutes in another place, a full half-hour for some kind of useful work with the brain.

In order to utilize time, one must have a plan of work, and he must have a book at hand. A great many people waste time because, when the leisure of fifteen minutes comes, they have nothing at hand on which they can spend that quarter of an hour. Some people, in deciding what books they will read, and in finding the books, waste enough time to read the books through, again and again. Education is a long process; and, like every other long process, it requires prevision, forethought, and planning.

The man who would like to know something about astronomy must lay out a little scheme of study for himself, get the books which are necessary, and have them at hand the moment he is at leisure. The man who wishes to familiarize himself with political economy, with politics, or with industrial questions, which are now of such importanee, must find out what text-books he ought to have, secure those text-books, and keep them by his side. The man who wishes to know literature does not need to lay out an elaborate plan which fills him with discouragement by its very magnitude, but he does need to decide what author he is going to read next, and he does need to get the book and keep it within easy reach. Almost all the great classics are now published in portable form so that a man can carry a play of Shakespeare, the essays of Bacon, the poems of Tennyson or of Browning, a translation of "Faust," Matthew Arnold's criticisms, Emerson's essays, or John Burrough's eharming transcriptions of nature, in his coat pocket, and substitute them for the newspaper which is thrust in his face by an eager newsboy, and which he buys because he has nothing else to read.

A great many people make the mistake of planning too mueh, and of planning too far ahead, and so feel the weight of a burden which is too heavy to be carried. That is a blunder. It is only necessary to plan a little distance in advance, to secure a few books and get them in the

right form. In every department there are, to-day, summaries by competent men, which give a man all the information necessary to enable him to select the proper books, books thoroughly trustworthy, without being technical. The man who can secure whole evenings, or longer periods of time, will do well to procure the advice of some one in the department with which he wishes to familiarize himself, who can give him personal advice and attention; but no man need despair because he lacks these longer periods of time and is shut off from this kind of individual advice.

It is a mistake, however, to imagine that books are the only instruments and material for education. Books are highly important, but the knowledge which we get from books must be supplemented by that which we can gain from life. It is of the highest importance to form a habit of looking at life from the educational point of view, by studying intelligently conditions about us, and using every opportunity of gathering the kind of information which familiarizes us with other conditions than those in which we live, and other experiences than those which come to us. Mr. Beecher was once asked how it was possible for him to use so many illustrations drawn from the mechanical and industrial arts, and use them with such apparent accuracy of knowledge. He replied that he never omitted an opportunity of learning a mechanical process, or of gaining an insight into the special knowledge of any profession. If he had a journey to make in the White Mountains, he sat with the driver and skilfully induced him to talk about himself and his occupation. Before he had reached his destination, the preacher knew, as a rule, a great deal that was interesting and significant about the point of view and the habits of the stage driver, his way of looking at things, his resources and tastes. If he had a journey to make on a steamboat, he secured access to the pilot-house and drew from the pilot as much information as he could persuade him to impart about his occupation. If he happened to be in a town where there was a cotton factory, silk factory, or a shoe factory, he visited the factories and studied at first hand the method of producing an article, from the time of its arrival in a crude state to the finished product. In this way, he immensely enlarged the area of his definite information, and was enabled to draw his illustrations from a wide range of occupations. This habit of making educational use of one's opportunities is very easily acquired, and, once acquired, becomes a constant source of enrichment, and of pleasure, as well.

To sum up the whole matter: The business man who feels the need of further education will do well to avoid adopting any elaborate plan; he will do well to follow the lines of thought or of work in which he is interested. It is almost useless for a mature man to attempt to master subjects for which he does not care. If a man enjoys history, let him

make history his specialty; if he enjoys poetry, let him read poetry; if his tastes are scientific, let him read the books of the scientists. Under any circumstances, the mature man who is trying to enlarge his horizon and broaden his interests ought to work along the line of least resistance. There are a few practical, sensible books which are of use. One of these is Dr. James Freeman Clarke's "Self Culture." Books of this kind make suggestions in regard to training the memory, the attention, and the imagination which are valuable, because they can be easily applied. Any man who has a few moments of leisure every day, and access to a library, may become an educated man, if he chooses.

SUPPLEMENTING AN IMPERFECT EDUCATION

By RANDOLPH GUGGENHEIMER
President of the City Council of New York

The struggle for success in business and professional life is keener in the United States than in any other country. The development of our resources has just begun. In spite of pessimistic disclaimers, gigantic fortunes can still be made in America. Business advances here with electrical rapidity. The man who expects to succeed must not lay any sacrifices of time upon the altar of leisure. He finds that he requires, above all else, in addition to physical health, a quick intelligence. This is the force which makes a man successful in commercial ventures. Keenness of judgment is not dependent upon culture. In fact, it is safe to say that the classical education obtained by the sons of the wealthy, in private schools and at the universities, is a handicap in the race for the great prizes of commercial life. In any state of the union the average American lad, who is destined by his industry and mental aptitude to rise from poverty to affluence, is simply equipped with a public school education. He has received, through heredity and his American environment, strong mental powers; but his education is practically confined to writing, arithmetic, half-forgotten lessons in geography, and ill-adjusted historical facts. He has, however, a large store of natural intelligence. The universities furnish splendid material for the learned professions; but literature and the fine arts are not likely to aid a man in the rough struggle for business honors.

Nevertheless, I recognize the fact that there are few men who are not anxious to possess a trained and cultured mind. Many men have by the exercise of their abilities, made a way to fortune. At thirty-five or forty

years of age they have expended more mental and physical energy in the performances of their rapidly growing work than could be shown in the average lifetime. When they have risen to positions of wealth and enjoy the first swift-flying days of well-earned rest, they are immediately possessed by an overmastering desire to supplement the imperfect education of their early years. They then know the value of broad general knowledge, and determine to turn the natural energy of their characters into new channels.

What is the best course for a man to pursue to supplement his education? In the first place, it is necessary to define the exact meaning of the word education. It is certainly not the acquisition of a mass of uncoördinated facts. John Stuart Mill, in his inaugural address to the students of St. Andrew's University, in Scotland, dealt profoundly with this subject. He spoke of education as a process and a result, and said that the ideally educated man, is one who "knows something of everything and everything of something." There is no inherent value in the ability, for example, to remember the date of the battle of Marathon, or to be able to repeat a formula of trigonometry, or to have enough knowledge to hum a song of Béranger or of Heine. Such acquirements are excellent in their way, but they are merely the means for the gaining of education. True education means the development of man's intellect to the highest point of its capabilities. Facts and thoughts, theories and books, are ladders which enable him to reach greater heights of mental development. When they have served this purpose they may be flung away. The results, and the results alone, of a man's studying, remain, and constitute a splendid intellectual unity. For the beginning of the building of this ideal education, youth is, of course, the proper time. The brain is then fresh and impressionable. It is much more difficult, in later years, to mold thought into new forms and direct it into new channels.

But in spite of all difficulties, mental deficiences can be corrected in any period of a man's career. In so speaking, I take into consideration the case of the typical American who speaks English, and English only. In mapping out a course of study which will enable him in ten years to stand as the peer of any university man, I exclude the study of all foreign languages except one, and mathematics, both pure and applied. I would have him devote himself to an exhaustive study of English literature. It is a matter of absolute importance that he should acquire the power of expressing himself gracefully, and with facility, both in speech and writing. The character of men and of nations is denoted by their speech. Language is the mirror and reflection of the mind, and character is revealed by style. Habitual slang and slipshod speech indicate neglect and disorder in the mental household. Every educated

American should be ambitious that his words be always drawn from a "well of English pure and undefiled."

In this busy age we have not time to loiter in the gardens of ancient thought. In our newspapers and magazines, a controversy has for some time been waged as to the advantage of continuing the obligatory study of Greek and Latin in our high schools and universities. I am convinced that Greek, in spite of the sonorous beauty of its prose and poetry, should be universally made an elective subject. But the intimate relationship which exists between Latin and English makes the continuance of the study of Latin absolutely necessary. This is advisable not merely because there are about eighty thousand words in the English language derived directly from the Latin, but also because, as has been so eloquently pointed out by John Stuart Mill in the address above alluded to, Latin, to a larger extent than any other language embodied in literature, gives to a writer of English a sense of form and a delicacy of adjusted rhythm.

First, and above all, I advise a man who wishes to complete his education, to take up a course of English literature, which I shall outline. But I would also advise him to study Latin for half an hour every day. There have been very few illustrious orators or writers, distinguished for charm and felicity of speech, whose style was not dependent upon an early classical training. Such men as John Bright, in England, and Abraham Lincoln, in America, were masters of the English tongue and were guided only by their natural genius and the inspiration of Shakespeare and the Bible. But they were men whose souls were like stars.

I would say, therefore, following in part the definition of true education, given by John Stuart Mill: learn a little Latin *and make the whole field of English literature your own.* The course taken up must be systematic. A careful study should be made of Shakespeare, the most elemental genius that ever turned the light upon human nature. Study history, first that of America, then of the entire continent. Such a student should not restrict himself to prose, but he should make himself familiar with the works of the poets. Nor should romantic literature be ignored. Valuable lessons may be obtained from the writings of the best novelists. They give, in dark or bright colors, pictures of human life and passion. Study works of sociology and philosophy. Your reading, however, should be always limited to the works of the very best authors in each subject; thus avoid what is mediocre, and become thoroughly familiar with the greatest and noblest thoughts of English literature.

THE NECESSITY OF SPECIALISM, AND ITS DANGERS

By HENRY MORTON
President of Stevens Institute of Technology

When we hear of the numerous discoveries that have been made regarding the ancient civilization of Nineveh and Babylonia, showing how similar human nature was at that early period to the human nature of to-day; when for example, we find, among the records of Babylonia, bail-bonds, guarantees, and regular debit and credit accounts, we are sometimes disposed to quote the reputed words of Solomon: "There is nothing new under the sun." But while this statement is largely true as to the fundamental characteristics of humanity, it is by no means true as to the range of human knowledge, which, especially during the last half century, has been developing at a geometrical ratio. Entire departments of science, art, and industry, have been created and added to the older ones, until such a character as the "Admirable Crichton," or student who knew everything, and was prepared to "defend a thesis," as the old phrase went, on any subject, has become a pyschological impossibility. No human brain has the capacity, and no life the time, to acquire even a superficial knowledge of all the subjects which have been studied and developed by the workers of the last century, to say nothing of those who went before. Not only is this so, but even if we confine ourselves to what might be called a single division of human knowledge, such for example, as the science of chemistry, or of physics, or of engineering, it would be, and is, quite impossible for any one individual, no matter how diligent he may be, to acquire and retain a knowledge of all the varied facts and laws embraced within such a subject. Indeed, as a sort of exaggerated, yet truly suggestive, statement of the case, I may quote the story of the student of natural history who, on his deathbed, said to his son: —

"My son, I hope you will not follow my example and waste your life by attempting to extend your study over too wide a field. I have attempted to study the entire class of beetles. I should have confined my attention to the horned beetles."

While this is, of course, a somewhat amusing exaggeration, it illustrates a certain truth. For example, it would be folly for a chemist to attempt to make himself an authority in all departments of that science, and accordingly we have, as a matter of fact, organic chemists, who devote themselves to the study of organic bodies and their chemical relations; and as a subdivision of these are "color chemists," who devote their lives to the investigation of old, and the discovery of new, processes for the production of dye-stuffs and related colored bodies. Then we have metallurgical chemists, who devote themselves to the study of chemical processes involving the metallic elements. Again, in literature we have the great historian, the great novelist, the great essayist, the great student of theology, and so on; turning to fine art, we have the landscape painters and the figure painters as very distinct divisions, the same man seldom, if ever, attaining any marked proficiency in both subjects.

We might go on indefinitely pointing out how far-reaching is this process of division or specialization in all directions. In law, we have the corporation lawyer, the commercial lawyer, the patent lawyer, and the criminal lawyer; and in medicine, besides the general practitioner, we have the specialists who devote their attention to particular classes of disease or particular parts of the human anatomy, with almost as many subdivisions as Herodotus describes in reference to the practice among the ancient Egyptians. This being so, it is at once obvious that specialization is a necessary condition in modern society; and the question becomes an important one: "Does the special attention and devotion of thought and effort to a limited subject necessarily have a bad effect upon the mind of the specialist?"

For my part, I am disposed to believe that within the limits which nature enforces in the average case, it is not injurious; that is to say, a man may devote most of his time and effort to work along a certain line; but, if he would not do violence to natural laws, he will be compelled to interest himself in other subjects, in order to maintain his intellectual powers in a healthy condition. I might illustrate this by supposing a botanist traveling in a new country and studying its flora. It would be an unnatural condition in such a man if he so limited his attention to his special subjects that he did not perceive and was not impressed by the beauty and grandeur of the scenery through which he passed. There is in the average human mind a condition which contributes to this beneficial result. Just as the appetite for food demands a certain change and variety, so the mental appetite becomes surfeited if confined to the limited fare of a single subject and will soon develop a hunger for something different. This is well illustrated by certain well-known facts. The great investigator, Faraday, to whom we owe so many vitally important discoveries in electricity, after spending a series of days on

one of his classical investigations, would interrupt his work, if it had reached a possible stopping point, and would become absorbed in some work of fiction.

I have known several distinguished men among lawyers and scientists who have told me of their own similar experiences. After preparing or arguing an important case they take up some piece of literature, often of a light character, and find an immense relief and rest in its perusal. I have also repeatedly been surprised to find men whose working hours were filled very full with professional or business subjects, display not only a remarkably extended acquaintance with literature, but also a force and clearness of literary judgment which would be no discredit to a critic. Sometimes the lines in which men in this sense disport themselves are very curious; thus, one of our greatest mathematicians chose for his off-studies patristic theology. In his own estimation he was a fair mathematician, but a profound theologian. Again, one of our most eminent engineers had cultivated in his idle moments the art of the prestidigitateur until there were few professionals who could surpass him in skill. The great engineer, Rankin, left a volume of amusing poems, most of which are songs which he sang at Engineering Society dinners.

From these few examples I think we may see how nature tends to limit the specializing of the specialist, so that unless he deliberately fights against his natural tendencies, he is sure to find a sufficient range to keep what we may call his intellectual muscles generally in a « fit » condition. That this is true is fortunate for the human race, since there can be no doubt that, from the necessity of human progress, the specialist has not only come to stay, but will increase and multiply as the years roll by.

ABUSE OF CONCENTRATION

Nature, it has been said, keeps a shop. You may help yourself to what you like in it. But you must pay the price. She sets a heavy penalty on extremes. The richest men are by no means the happiest men. They pay too much for their money, just as the continuously idle man pays too much for his leisure, and sinks into a condition of abject lethargy. Tramps sometimes commit suicide. So, too, sometimes, do millionaires.

The conditions of modern life imperatively demand concentration of purpose and of energy in order to achieve success in any field of human activity. But nature just as imperatively insists that that concentration be not carried too far. If it is, the penalty is exacted to the last pound of flesh. The possession of a talent implies a divine command to use it. Otherwise it ossifies and dies, but leaves a ghost in its place to haunt its

possessor with memories of what might have been. Darwin in youth was exceedingly fond of music and poetry. But for many years he devoted himself to the study of natural history to the exclusion of everything else. At the age of fifty he discovered that his love of music and poetry had left him, and sadly did he deplore his loss.

John Stuart Mill found, after many years of devotion to the study of logic and political science, that life was beginning to wear a very dry and barren aspect for him, and he confessed his indebtedness to the poet Wordsworth for refreshing his parched soul at the fount of nature.

No man who aims at becoming distinguished can afford to devote equal attention to the cultivation of all his talents. He must favor those which aid him most in reaching the goal for which he strives. He must dare to be ignorant of many things, that he may know a few things preëminently well. But, unless he would incur nature's penalty of decay and atrophy for so doing, he must not totally neglect any one of them. Gladstone was a splendid type of the man who, while devoting himself assiduously to the cultivation of his strongest talents, yet neglected none of the generous gifts that he had inherited. Largely in consequence of this, he fills, in the estimation of a large number of men, the measure of the ideal statesman. Lincoln could never have borne the weight of a nation's agony had he not cultivated his love of humor. It is impossible to tell how much Cleveland's indomitable courage in adhering to his political ideals has been strengthened by indulgence in his love of fishing. Otherwise his heart might have failed him, and between moral and physical health there is ofttimes a close alliance.

Nature erects a tombstone over the gift that is too long left unused, on which tears of penitence may be shed, but they will not effect the miracle of resurrection. In the blind fish in the Mammoth Cave of Kentucky is presented a striking object lesson in natural history, illustrating the consequences of neglect and disuse, of which there are many human prototypes.

Of these the most melancholy specimen is the millionaire, who, having long lived solely to work, abandoning every faculty that does not contribute to business success, finds himself, in his old age, without any capacity to enjoy what his riches can so abundantly purchase, and is compelled to continue working as the only means of keeping himself from an existence of blank vacuity. More victims of overwork probably are found in America than in any other land. No matter how keen competition may render the struggle for wealth and fame, Nature's laws are never changed to suit modern conditions. Concentration is the price of success. Mental and moral atrophy is the penalty of neglect. The wise man will seek a compromise between the prize and the penalty.

THE BETTER PLACE TO DEVELOP ONE'S TALENTS, CITY OR COUNTRY?

OPINIONS OF JOSEPH H. CHOATE, EX-SENATOR WILLIAM V. ALLEN, BISHOP HENRY C. POTTER, JOHN W. KELLER, SENATOR JONATHAN P. DOLLIVER, AND OTHERS

Many thousands of young persons throughout the country are chafing under the limitations of farm or village life, picturing to themselves with longing the joys and opportunities of great cities. A very considerable proportion of these young men and women, prompted by their strong desire for more opportunities and wider lives, come to the cities. Here, many encounter bitter experiences. Far better is it for them to have some preliminary knowledge of the conditions which await them.

HENRY C. POTTER

With this idea in mind, expressions of views of the relative advantages of country and city life have been obtained from eminent men. The consensus of opinion is that the young man who has lived in the country during the formative period of childhood and early youth, has an equipment much superior in the very important matters of stamina and bodily vigor to that of the boy whose birthplace is the city. Yet he should not enter the wearing competition of the great centers of population unless he has unusual strength of both mind and body. In the largest cities the greatest fortunes are gained, but the struggle for them is proportionately keener, the percentages of failure larger, and the penalties attached to failure greater.

Even if he has the qualities necessary to win a foremost position in the city, it is shown that in some important spheres of activity a young man's progress is likely to be greater in smaller communities. In politics, for example, his prospects for attaining unusual distinction are greater if he makes his residence in a town or city of medium size. William McKinley lived for more than thirty years in a city of less than thirty thousand inhabitants, and all of his predecessors in the White House came from town or countryside. Only four of the members of the United States Senate are from cities of the first class, and most of the representatives are, of course, from the towns. Few of the justices of the Supreme Court and governors of the various states are from our largest cities.

Fifty thousand country lads come to New York every year seeking fame, fortune, or a livelihood. Ten thousand, impelled by the same motive, go to Philadelphia. Twice as many annually pour into Chicago. All the larger cities receive their quota of the best brawn and brain that the rural regions produce. The great majority of these young men are entirely ignorant of the conditions that await them. What for many of them is the most important step in their lives, which may make or mar their whole future, is taken blindly.

This is most deplorable. The scores of thousands of young men in the rural districts and small towns throughout the country, now trying to decide whether they shall remain at home, or fight out the battle of life in the large cities, need the best advice obtainable. That is presented below, in the views of men preëminently qualified to speak concerning the relative opportunities for success, as they exist in the great cities and in the smaller cities and towns or in the country, and the advantages and disadvantages of life in each. The reading of them cannot fail to be of great assistance to all young men who contemplate a change from country to city in helping them to arrive at a wise decision.

Commenting upon this question, ex-Senator William V. Allen, of Nebraska, says: "The man who lives remote from the great cities is the one, other things being equal, who makes the broadest mark in public life. I may be mistaken in my view, but there seems to me to be a disregard of life and the moral rights of manhood, in a crowded city, that does not exist in our villages. I have often said to myself, when considering certain men, or certain types: 'Here is a man who struggles for money and power at the sacrifice of his manhood, who stunts his moral growth, stifles his moral sensibility, and loses his feeling of duty and responsibility toward his fellow-man.'

"Now, in small towns like my own in Nebraska everybody knows all his neighbors, and the only test is that of good character. If my neighbor is a hod carrier and an honest man, I treat him with as much cordiality as any other man, and he is just as welcome in my house. If the baker's wife is a respectable woman, she stands on a plane of equality with my wife. Such conditions make one feel that life is worth the living, and they apply with special force to the young man looking forward to a public career. He can never afford, in this country at least, to get out of touch with the plain people, and the closer he keeps to them the larger will be the measure of esteem and confidence they will give him.

"The young man elected to office for the first time in a rural community either stands or falls by the record which he makes for himself. His actions are judged by men with whom he daily touches elbows, and if they find that he has ability and character, the future lies clear before

him. The same test is not applied so rigidly in crowded centers of population. To the beginner, anxious to forge to the front in politics, at the same time keeping his hands clean and his conscience clear, my advice would be to keep away from the cities and cleave to the country, where actions are known and judged of all men. The young man will, by so doing, go farther in the end, and accomplish more for himself and his fellows."

Joseph H. Choate discussed with the writer the question: Are the young lawyer's chances of winning the larger honors and profits of his profession more promising in the great city or the country town? He said:—

"There are two ways of looking at the matter. The prizes are, of course, biggest in the big cities, and there the most splendid opportunities are at the command of those who work their way to the top, or reach it by a chain of favoring circumstances. The big prizes and the splendid opportunities, however, fall only to the fortunate few. The average net earnings of the lawyers of New York are, if I mistake not, less than a thousand dollars a year. The average in the country is doubtless even smaller than this, but the country lawyer has a larger amount of comfort and ease of mind, and he stands a better, or at least an earlier, chance than does his city brother of finding clients who will stay by him and with him, which is essential to permanent success in the law, now more of a business than a profession. The gift of oratory no longer commands quick distinction, as it did in the old days; the head of a great city law office generally wins his place, not by capacity for brilliant argument in the court-room, but because he is fitted for large affairs, and knows how to organize and direct his associates. Such men are rare, and, in the long run, would be almost certain to win exceptional success in either city or country.

"Where would I advise a young lawyer fresh from the schools to locate? All depends upon the personality of the man seeking advice. If he has faith in himself and ability to back up that faith, if he has industry and honesty, and, above all, patience, he will make no serious mistake by selecting the large city as his field of endeavor. He may have to wait long for clients, unless he has influential friends to aid him, but they will come in the end, and, if he gives the same painstaking care to the small case as to the big one, it will bring others in its train. He must not lose patience, no matter how long the first client may be in making his appearance. If he does, and turns aside to promote some scheme or other, he will usually lose caste in his profession, and with it the chance of success.

"On the other hand, if this young man locates in some small city or town, he will not have to wait so long for his first client, and for the

assurance of a decent livelihood. His triumphs will bring him more clients, make his fellow-lawyers familiar with his mettle and cause his reputation to extend far beyond the limits of his own town, while a like period of labor and waiting in the city would have been seemingly barren of results. If he continues to forge ahead, the time may come when some great city law firm, on the lookout for fresh talent, will invite him to a junior partnership, and he will have accomplished in another way the aim he would have had in mind had he located in the city at the outset of his career.

"Still, New York, as far as lawyers are concerned, is the graveyard of village reputations. Men, who elsewhere have played a large part in law and politics, often open offices in New York and almost immediately sink out of sight. Roscoe Conkling, it is true, went from the Senate to a lucrative and widely-advertised law practice in New York, but his success was the brilliant exception to the general rule, and has yet to be repeated.

"Perhaps the greatest obstacle at the present time, to a young lawyer speedily gaining a foothold in a big city, lies in the fact to which I referred a moment ago, namely, that law has now become essentially a business rather than a profession. Successful lawyers of the present time fall naturally into three classes, first, that of the lawyer whose practice is confined to great estates and great constitutional questions; second, that of the corporation lawyer; third, that of the mercantile agency lawyer, who makes a specialty of collections. Each class is closely organized, and puts forth every effort to secure and hold all the business in its particular field.

"The corporation lawyer is usually a specialist, and the beginner may borrow a useful hint from the fact that most of the men who serve large corporations with increasing profit began their present connections in some other town or city, and removed to New York because the interests of their clients centered there. The young lawyer who seeks to attract attention to himself by taking up criminal cases, though he may find it a quick way to notoriety, generally makes a serious mistake. The practice of criminal law is not profitable, and does not permanently attract the best legal talent. This whole question of whether the young lawyer should locate in town or city is an interesting and suggestive one. I think that on the whole the greatest number of moderate successes in the law stand to the credit of the towns — that the most brilliant successes and the most glaring failures are scored in the great cities. But the hopeful beginner blinds his eyes to the failures, and takes his cue from those who have reached the top."

The Right Reverend Henry C. Potter, Protestant Episcopal bishop of New York, is strongly of the opinion that many country lads make a grievous mistake in seeking their fortunes in the city. He says: —

"One of the most marked characteristics of our American life is the drift of youth from the country to the cities. The daily glitter and excitement, presented vividly through the medium of the always available newspaper and low-priced magazine, naturally makes a very strong appeal to young men, restless and discontented under the more or less depressing influence of rural isolation. They turn their eyes cityward, and, if they can possibly manage it, they go to the city. This may indicate ambition, but too often it is an ambition that maims and kills. It is true, as Daniel Webster declared, that there is plenty of room at the top; but, looking at conditions squarely, we must know that the top must always be for the few, and not for the many.

"The high stations of life can be attained only by men of exceptional power or opportunity. The vast majority must be content with average places; and, in cities like New York and Chicago, the supply for such places far exceeds the demand. We cannot blind ourselves to the fact that in our great cities there is deplorable congestion. The lodging houses are overflowing with men seeking work; many unfortunates shiver through the nights in the public squares and parks.

"It is true that the reason for such failure as this often lies in the man himself, but it is also true that in many cases the man's chief fault is that he has the average human weaknesses, and only limited and untrained power with which to combat conditions of exceptional difficulty. The man must live. The exigencies of life press down upon him and crowd him into paths that lead to demoralization and perhaps to outlawry. The undisciplined country lad bids good-bye to his home, and, strong in hope, comes to the city. There is danger that, a few years afterward, his character and body will have been impaired or broken by the struggle. What a payment is this to his mother for her love and care! What has become of her solace in old age? Is there no tragedy in this? To me there is nothing more deeply tragic in American life. At home, in his own community, the boy would probably have done fairly well. In the city, his strength was not equal to the opposition and the temptation. In this connection I have heard used the well-worn expression, 'the survival of the fittest.' We can regard with complacency the application of this principle to lower forms of life, but it seems a heartless principle to apply to our fellow-beings, the boys and girls, to young men and women who may not have had the moral and physical vitality of some others, but who still have souls.

"It cannot be denied that there are many opportunities for young men in a city like New York. Trained young men are in demand. A great city destroys blood and brawn and brain faster than it can make them. Numerous lusty youths who possess the strength of body and character that are best generated and developed by a simple country

life, come to the city and obtain a foothold that enables them to climb to positions that seem far higher than they might have reached at home.

"But most of them pay an enormous price for their success. It is said that a railroad engineer who drives his passenger locomotive at the rate of fifty or sixty miles an hour must sooner or later be put on slower work, because his nerves give way. Nearly everybody who leads a typical city life is driving a high-pressure engine. Every day we crowd on a little more work or a little more pleasure than the nerve mechanism will stand; and every day, little by little, the machinery is wearing out. At last the weakest place breaks down, be it brain or some other organ, and the man is broken,—almost always before his time. To find somebody to take his place becomes a question, and there is a response again from the young man who has been bred in the country, the young man who is willing to work with all his might. And another morsel, to be converted into the city's bone and sinew, passes into the rapacious maw of the City, the great, restless monster always hungry for youth and ardor and energy.

"The urban recruit is in danger of losing his individuality of thought and standpoint. In the country, there is ample time for self-communion; in the city, notwithstanding the call of many interests, the young man should take time for meditation. He should think for himself, retain his self-possession, belong to himself. He should maintain that simplicity which is strength, avoiding affectation in ideas, in manner, in dress; thinking more of what he is than of what he appears. Amid the confusion arising from the worshiping of many gods,—the god of money, the god of power, the gods of intellect and knowledge, and numerous others,—he should strive earnestly to maintain a right standard of values. If he works and plays sanely, neglecting neither his mind nor his body nor his soul, he may after all become one of the men who conquer the city and find in it their greatest sphere of usefulness."

The Rev. Charles H. Parkhurst, the eminent Presbyterian divine and municipal reformer, who came to New York from a town in Massachusetts, advises the "average" country boy to stay at home. He says:—

"The subject is a very broad and serious one, but I may say, in a general way, that I am inclined to discourage any boy from coming to the city, and especially the average youth, against whom the odds of getting on are very great, and are becoming greater. We need the extraordinary man, but the country towns and districts need him just as much, and the average man has two chances in the country to one here. There are, of course, many more opportunities in the great city, but for each one of them there are ten applicants. The difference in the cost of living overbalances the difference in wages, and so it is harder to save a dollar here than in the country. The average person should stay out of

this great vortex of mediocrity, misery, temptation, and crime. The great corporations and trusts are now absorbing every business. There is no room for the small man with the small business. Corporations have no souls, and no brotherly love can be expected from them. Competition grows fiercer and fiercer, and this competition, instead of developing initiative, is destroying it in the minds of thousands of men, and making nothing better than human machines of them. As the bank or the shop grows larger, the men with only one idea, with the ability to do only one thing, increase. We are increasing the cogs, and not the wheels. As for the pulpit, the city church brings out the best there is in the country clergyman, but he reaches it only by a process of careful selection, so he does not have to contend with many of the conditions other men meet with in coming to the city."

Dr. George F. Shrady, one of the most successful of New York physicians, believes that the medical man is better off, as a rule, in a rural than in an urban district. He gives his reasons as follows: —

"New York, or any other large city, is a poor place for the young doctor who comes out of college with only his diploma and what it stands for to help him on his way. A country doctor seldom succeeds in establishing himself in New York, and I have seen some most tragic failures. A few years ago, a physician who was very prominent in his New England town obtained a place as lecturer on the staff of a city college. He brought his family to the city, and his wife soon became very popular in society, but he could get no substantial practice. He sunk deeper and deeper into debt, and one day he committed suicide. No, a country doctor fights against heavy odds in New York. The conditions are altogether different from those in his own community. There everybody knows him, and sees him every day. There he is a standing advertisement of himself. If he comes here at first, and is willing to work and wait, his opportunity will come. If he has not enough money, however, to pay his expenses for the first five years, there is danger that he will drift into quackery, the patent nostrum business, or criminal practice; and, once there, the odds are against his ever becoming a reputable physician."

A contrary view is presented by Dr. C. R. Reagan, who has won prominence in a small city in western New York. He says: —

"I am daily becoming more convinced that I made a serious mistake in not locating in a large city. I have gone about as far here as I can ever go. I can only hope for an increase of practice from the growth of the town, which is bound to be slow. On the other hand, had I remained in New York or gone to some other large city, I would have had to wait longer to secure a foothold, but once firmly established, there

would have been practically no limit to my opportunities for advancement in my profession. The most that a country doctor can hope for is a decent living. The medical practitioner who looks forward to something more than that should not locate in the country or in a small town."

John W. Keller, who achieved a very conspicuous position in New York City as Commissioner of Charities, and who was a prominent journalist before he took this position, came to New York, a country boy, and made his way without the aid of influence or money. His words, therefore, have especial value. He says:—

"It is not a question of what a boy wants to do when he comes to New York City, but what he can get to do. Get something honest and do it, no matter what. Keep doing anything you can get, until you can get what you want. That is my advice.

"If a boy wants to come to New York, let him come. Neither he nor any one else knows what is in him. If he comes with the determination to rely on himself, the probability is that he will succeed. There is not a better place in the world to test him. It does not matter about his politics, his religion, or his prejudices. In London, you have to be an Englishman; in Paris, a Frenchman; in Berlin, a German; but in New York, if you have self-reliance, it matters not where you come from; you stand a good chance to get on. I do not say that New Yorkers are abler than men in the country towns. They simply have had more opportunities to develop what is in them. New York is the post-graduate university for the country, and with the hall-mark of New York success on you, you can walk right into position elsewhere."

There is much testimony to the effect that the metropolitan newspaper man is not as influential as the worker in the vineyard of country journalism. The young man who is ambitious to acquire importance as an editor is advised by numerous authorities to remain in the prosperous town rather than come to the large city. Charles B. Landis, congressman and successful editor, writes on this point as follows:—

"The country newspaper men of to-day really mold the sentiment of the republic and have done so for the last fifty years. The metropolitan papers cannot successfully champion any proposition that meets with the united opposition of the country press. Great movements either succeed or fail in proportion as they are advocated or opposed by the people who live in small towns and on farms, because the evenings of such people are devoted to reading and reflection, or to old-fashioned visiting, which means an exchange of views, and frequent discussion. In molding these views, the country editor is the chief instrument; and, after they are molded, he is their chief exponent, and thus verdicts for history are made.

"The country newspaper man, entering, as he does, each week, through the medium of his paper, from one to two thousand homes, is easily the

most influential man in the county. If he is level-headed and honest, his power for good is beyond estimate; if he is unscrupulous, he can do incalculable injury, because the readers of his paper are slow to attribute questionable motives to their home editor, and besides, political discipline is so perfect in the country that, whatever the party organ of the county says is generally considered law and gospel.

"The country newspaper man fashions the politics of this nation. Upon him Lincoln leaned. Oliver P. Morton, Indiana's great war governor, said a score of times that he could not have saved Indiana to the Union without the assistance of the country editors. They were always brave and fearless. One might be assaulted and his plant destroyed, but he had his wounds bandaged, put in a new outfit, and fought on for Lincoln and the Union and the freedom of the slave.

"The country editor's influence on county politics is paramount. He is a delegate to the state convention and is generally on the committee on resolutions. He insists on candidates that will justify eulogy and a platform that he can honestly champion. He insists on doing the county printing when his party is in power, and he is right about it. He not only ought to do his work, but should be paid a good price, for even then the community would remain his debtor; for, as a matter of fact he does more work for which he gets no pay, and casts more bread on the waters that returns to him in the shape of badly soaked dough, than any other man in any other profession.

"If the final estimate of a man's life-work is made from the standpoint of honest endeavor and unselfish devotion to the community in which he lives, I am not afraid of the final score of the country editor."

Artists are a class apart. The conditions with which they have to deal differ greatly from those which confront the seeker for fame, fortune, or livelihood, in the busy markets of trade, commerce, or industry. It is the consensus of opinion among those who have succeeded that the beginner's chances for success are greatest in the city. Says Charles Green Bush: "The artist cannot hope for recognition or for profit from his work unless he keeps in close touch with his market, and that is in the large city. The country is in many cases the best place for an artist to do his work, but he cannot afford to live there, unless he has means of his own, until he has made a name for himself. The successful American artists who from the first have lived remote from the cities could be numbered on the fingers of one hand. The average artist, moreover, while winning his way, must turn to many things in order to gain a livelihood. He must teach and become an illustrator, and he will find most of his pupils and all of his orders, in the cities. Again, many an artist does not know at the outset of his career wherein lies his greatest strength. This knowledge will come to him from experience, and from rough-and-ready association with his fellows. The familiar and critical

intimacy of the studios has brought many an artist to a consciousness of some undeveloped talent, whose subsequent exercise turned seeming failure into complete success. There can be no two sides to the question. The city is the place for the beginner who hopes for adequate recognition and who meanwhile must make a living with his brush or pencil."

The career of James J. Hill, the railway magnate, presents a conspicuous example of success achieved independently of the large cities. Regarding the relative opportunities which the great city and the small town offer to the ambitious young man, he says: —

"I would advise a young man to get started in a small town with a future before it, instead of seeking the great city with its struggling competitors. There are still unnumbered opportunities for young men to win financial success in this country, for its development has only begun, so to speak, and there will be plenty of chances so long as development is going on.

"The crying need of to-day is men who have the gift of continuance. The man who desires to get his chance must work, and persevere in his work. He must turn to the first thing that comes to hand and do it with all his might. Every healthy man who is idle in the United States to-day is so from choice. If he will take what he can get, every idle man in the country can go to work. There are at this moment positions ranging in pay from one to four dollars a day for a hundred thousand men in the Northwest. There are, no doubt, enough idle men in that region to fill all these places, but they are men who have dropped out of healthy, active life into the life of the loafer.

"Were I asked to give definite advice to a young man of intelligence and health, but without capital or the training of the schools, I should say, first of all, that he must remember that opportunity has much to do with success in any place, and in any circumstances. There is, in other words, something in luck. Luck and laziness, however, do not go together, and opportunities do not come to him who sits and waits for them. He must look for them, and work for them, and, after all, the measure of success, whether in city or country, depends a good deal upon the man. A young man could not hope to win if he were bent on living as if he had an income of thousands, when as yet his earnings were only a few hundred dollars a year. Let him work steadily, however; live prudently and give signs of intelligence and enterprise, and help will eventually come to him. Help for such young men is, in truth, constantly looking for them to take it; help to buy farms, help to take charge of enterprises, small at first, but in this period of rapid evolution sure to grow into something well worth while; help of greatly diversified sorts.

"It is not true that the day of the rapid development of big enterprises has passed. The development of urban and inter-urban electric railroads is still in its infancy; and the same is true of many other forms of development. They all require capital; but the right sort of young man need have no difficulty in attaching himself advantageously to those who command it. One of our most serious troubles, at the present time, is the scarcity of proper men for positions of trust and responsibility. We simply cannot find them fast enough."

Comparing country-bred boys with city boys, and the effects produced by their different environment and training, Charles F. Wingate says:—

"The country boy is not so agile or alert as his city cousin, but he is more thoughtful and less superficial. When he takes up a subject like law or medicine or theology he is apt to go to the bottom of it. The best-read men in the professions, and the deepest thinkers, belong to this class. The country lawyer is as keen as a briar; the country editor is a shrewd politician.

"For a dozen years or more I have spent my summers at Twilight Park in the Catskills, where a number of New York and Brooklyn families have built cottages in the woods amid the haunts of Rip Van Winkle, and I have been curious to compare the country boys, sons and daughters of the neighboring farmers and of the working people thereabouts, with the children of the city folks, and to consider their probable future.

"The latter have had far better advantages for culture and training. They have read and traveled, have visited foreign countries and have seen life in many phases. They play golf and tennis, and are fond of wheeling and other outdoor sports. Some of them may place their mark high on the scroll of fame, but on the average, they do not exhibit any more real ability than do the country boys. The latter are more vigorous, and self-reliant.

"The list of country boys who have won fame and fortune in the United States is long. Washington, Adams, Jefferson, Jackson, and Garfield, were farmers' sons; Lincoln was a rail-splitter; Webster, Clay, Calhoun, Seward, Grant, Sherman, Chase, Colfax, Garrison, Beecher, Roscoe Conkling, Horatio Seymour, and Gen. Joseph Hawley, all came from small communities.

"Of President McKinley's cabinet, Secretary Sherman came from Lancaster, Ohio; Lyman Gage was born in Madison County, New York; Secretary McKenna, though a native of Philadelphia, was reared in Benicia, California; Secretary Gary came from a Connecticut village; Secretary Long from Oxford County, Maine; Cornelius Bliss is a native of Fall River.

"Chauncey Depew came from Peekskill; Horace Greeley and Charles A. Dana, from New Hampshire; Grover Cleveland from Caldwell, New

Jersey; W. D. Howells, the Rockefellers, S. C. T. Dodd, and Whitelaw Reid, from Ohio; Albert Shaw from Minnesota; R. W. Gilder from New Jersey; Roswell P. Flower from Watertown; Russell Sage from Troy; Roscoe Conkling and Noah Davis from western New York; Jay Gould and H. K. Thurber, from the Catskills; Thomas C. Platt from Tioga County; Levi P. Morton, Henry J. Raymond, Chester A. Arthur, and William M. Evarts, from Vermont; Tom Reed from Maine; Roger A. Pryor, John S. Wise, and John Brisben Walker, from Virginia. Cyrus W. Field, David Dudley Field, the Rev. Dr. Henry N. Field, and Judge Field, of California, all grew up in the Berkshire Hills, Massachusetts. Whittier and Harriet Prescott Spofford were born in Newburyport, Massachusetts. Brattleboro, Vermont, was the home of Larkin G. Mead, the sculptor, William M. Hunt, the painter, and his brother Richard Hunt, the architect, and also of the ancestors of T. W. Higginson and Eugene Field. Nantucket was the birthplace of Mrs. Stanton, Maria Mitchell, and Mrs. Child. A little Maine village has produced a vice-president, Hannibal Hamlin, a postmaster-general, members of Congress, governors, prominent lawyers, judges, and editors. Ralph Waldo Emerson, A. Bronson Alcott, Thoreau, and Hawthorne, developed to a high intellectual plane in Concord, Massachusetts.

The following list shows the birthplaces of prominent American artists, many of whom now reside in New York: —

Eastman Johnson, Lowell, Me.; Will H. Low, Albany, N. Y.; Francis Davis Millet, Mattapoisett, Mass.; Chas. S. Reinhart, Pittsburg, Pa.; Augustus Saint Gaudens, Dublin, Ireland; John S. Sargent, Florence, Italy; Wm. T. Smedley, West Chester, Pa.; Abbott Henderson Thayer, Boston, Mass.; Julian Alden Weir, West Point, N. Y.; John W. Alexander, Allegheny City, Pa.; James Carroll Beckwith, Hannibal, Me.; Frederick A. Bridgman, Tuskegee, Ala.; Wm. M. Chase, Franklin, Ind.; Frederick S. Church, Grand Rapids, Mich.; Kenyon Cox, Warren, Ohio; Daniel C. French, Exeter, Mass.; Childe Hassam, Boston, Mass.; J. Q. A. Ward, Ohio; William and James Beard, Ohio.

Among notable men and women who are natives of New York City may be mentioned the Rev. Dr. Howard Crosby, the Rev. Dr. Morgan Dix, Father McGlynn, Seth Low, John La Farge, George Gould, Mary L. Booth, Cornelius Vanderbilt, Samuel J. Tilden, Julia Ward Howe, William Waldorf Astor, James Gordon Bennett, ex-Postmaster Dayton, Louis Tiffany, MacMonnies, the sculptor, William Allen Butler, Edward M. Shepard, Ernest H. Crosby, Bolton Hall, General Geo. W. Wingate, J. C. Flood, Charles Astor Bristed, Horace E. Demming, Bruce Crane, and Edw. H. Blashfield.

DOES EARLY MARRIAGE HELP OR HINDER?

OPINIONS OF ELLA WHEELER WILCOX, THURLOW WEED, HENRY GEORGE, RICHARD HENRY STODDARD, EDMUND CLARENCE STEDMAN, SENATOR THOMAS PLATT

ELLA WHEELER WILCOX is one of the best qualified women in America to speak on the subject of marriage. Of the disadvantages of early marriage for both men and women, she says: —

"I think there is more danger of disaster in early marriages than in those contracted at full maturity. The youthful choice is likely to be unwise. The man whom a girl thinks she loves at seventeen would rarely appeal to her so strongly if she were twenty-five, and the girl whom a young man of twenty-one believes he would like to marry would probably not be his selection if he were thirty. A knowledge of the world before marriage is conducive to contentment afterward. The most unfortunate unions I have known were formed while the husband and wife were still in early youth. The man, when he assumes the responsibility of matrimony before he has reached maturity, has had little or no experience in the typical bachelor life, and its attractions are likely to seem much greater to him than if he has already tested them. The wife who was married very early also feels the temptation to taste of life beyond the prosaic domestic circle, although usually in less degree than the man. She has not experienced enough of ball-room and summer-resort flattery, to have wearied of it and to have become cognizant of its emptiness. There seems to her to be a gayety in life which she, whose youth has been devoted to home duties, has never known, with the result that she, as well as her husband, becomes restless. Unless there are strong ties and will-power to keep a husband and wife, who are in this mental condition, to the road which leads away from this temporary unrest, they may stray into bypaths which lead to dissatisfaction and ultimate misery."

Thurlow Weed, editor, politician, and maker of presidents, was wont to attribute much of his success in life to his early marriage, and to the fact that he made his wife his confidante and adviser at every stage in his career. He was married before reaching his majority to Catherine Ostrander, of Cooperstown, N. Y., after a romantic courtship and a four years' engagement, the story of which is told in the autobiography which he gave to the world in his old age.

"Her parents," he writes, "doubted, not without reason, the propriety of confiding the welfare and happiness of their daughter to a com-

parative stranger, with unsettled and roving habits. We communed together on the subject, and mutually agreed to hold no intercourse, either by word or letter, for two or three years, when, if her mind was unchanged, she was to write to me. I immediately left Cooperstown, and neither saw her nor heard from her for more than three years, when a letter came informing me that time had made no change in her affections, to which I replied in similar terms. We married without regard to any of the prudential considerations which restrained many then, and which restrain many more now, from contracting a similar tie. I had, when the ceremony was over, just money enough to take my wife to Albany, where, with good health, strong hands and hopeful hearts, we both went earnestly to work to earn our living. The value of our household goods did not exceed two hundred dollars. I am indebted to this fortunate marriage for as much happiness as usually falls to the lot of man, and very largely for whatever of personal success and pecuniary prosperity I have since enjoyed. My wife more than assumed half our labors, cares, and responsibilities. But for her industry, frugality, and good management, I must have been shipwrecked during the first fifteen years of trial. When from our changed circumstances and conditions it was no longer necessary for her to pursue her laborious habits, she insisted upon performing many duties ordinarily transferred to servants. Economy, order, and a well-regulated system in household affairs, were virtues which I did not possess, and their presence in her saved us from disaster."

Henry George was married when very poor, at the age of twenty-two, and the woman who thus elected to share his lot played a large and helpful part in shaping the career which gave him a unique and extraordinary place in the affairs of his time. He worked his way from the East around Cape Horn to the Pacific Coast, and after a luckless hunt for gold found employment at his trade as a journeyman printer in San Francisco. It was then that he met and fell in love with the woman who became his wife. Speaking of their courtship he said to the writer not long before his untimely death: —

"She was a California girl of Australian birth, an orphan and a Catholic, while I was an Episcopalian. I was deeply in love with her, and my love was returned. I got into trouble with her relatives, trouble for which, as I see it now, I was entirely to blame, and I concluded to make her my wife and end it. That was in 1861. She was eighteen and I four years her senior. I was very poor, but she said she was willing to begin life with me regardless of our poverty. I borrowed some clothes to be married in, and from a landlady I knew got credit for two weeks' board for myself and wife. No license was required in those days, or there might have been a delay in the ceremony. I raised five

dollars to pay for a carriage, and in this we drove to a preacher's house and were married. The wedding ring was my wife's grandmother's. The ceremony over, we had supper at a restaurant, and then drove to the place where I had arranged for board. I was now a married man, with a wife who believed in me and was willing to do her part. I got up early the morning after our marriage and went out to look for employment. I secured a place to set type on the San Francisco 'Evening Bulletin,' and was at work at six o'clock."

Then followed years of poverty and struggle, but through them all the young wife proved equal to every emergency, every hardship. Sometimes husband, wife, and a growing brood of children, lived on fifty cents a day, but they never ran in debt. And when George became an editor and writer, and a student of political and social questions, his wife stood behind him to cheer him on the way. Save for her unfailing and hopeful sympathy and support, "Progress and Poverty," and the books which followed it, might never have been written. No act of Henry George's busy, heroic career was wiser or more pregnant for good than his early marriage on "nothing a week."

Richard Henry Stoddard, now the dean of American poets, is a firm believer in the wisdom of early marriages. He speaks from happy experience. A native of Hingham, Massachusetts, he passed his childhood in New York, and in his early teens was apprenticed to an iron molder. During his leisure hours he wrote constantly and read steadily, for he had been born with a passionate love for song, and in 1848, when he was twenty-three years old, he gave to the public his first volume of verse. A few magazines pleasantly noticed the book, and one copy of it was sold. There being no call for the remainder of the edition, it was committed to the flames. The young poet, encouraged by this success, saw no impropriety in becoming the husband of a young lady of Mattapoisett. Elizabeth Barstow was her name. The tie that bound them was a common love of books. The penniless poet and the shipbuilder's daughter were made one by the Rev. Ralph Hoyt, an amiable clergyman who "found it easier to marry the poet than to praise his verses." Then the husband, leaving off work in the foundry, took to the pen for a living; and he has since contributed much to American literature. During upward of fifty years he has turned his hands and mind to many things, doing all of them well, and in the discharge of each fresh task his wife, who also has several novels to her credit in the publisher's lists, has been his keenest and kindliest critic. What their union has brought to him, is reflected in the verses which have given this author an abiding place among the makers of American song.

Edmund Clarence Stedman, Stoddard's long-time friend and fellow-poet, is another firm believer in the wisdom of early marriages. He

was married, when a country editor of twenty, to a woman fitted in every way to be the comrade of a poet; and the fact that he had a wife and children to work for lent a resolute earnestness to his early struggles to win success and recognition as an author and man of affairs.

General Lew. Wallace had but recently begun the practice of law when he married Susan Elston, a girl of spirit and culture, and settled with her at Covington, an unpromising little village on the banks of the Wabash River, in Indiana. Their support depended upon such fees as fell in the way of a struggling young lawyer. Then came the Civil War, and Wallace was one of the first to offer his services to the government. Throughout the four years of fighting, the young wife was with her husband in the field whenever it was possible. When the war ended, they settled in Crawfordsville, and set up housekeeping in a tiny cottage on one of the retired streets of the town. In this modest home, "The Fair God" came into being, a work upon which the author was engaged at irregular intervals for ten years. It quickly attracted attention, and was an entire success. During the time that elapsed from the beginning to the conclusion of the work, Mrs. Wallace had cherished a firm belief in her husband's ability and ultimate recognition as a writer of power. When some one, not oversupplied with tact, expressed surprise that he could have written a book so strong and original, the wife replied quietly: "I have known it all these years." Their friends declare there is no doubt that a great deal of his success has been due to this assured faith in his ability, which has never failed him.

When Thomas C. Platt was a young druggist in Owego, New York, having still his way to make in the world, he married Ellen L. Barstow, and he declares, after the lapse of fifty years, that this union was the wisest and most helpful act of his life. Good luck followed him from the day of his marriage. His business ventures prospered; he worked his way upward in politics, and paved the way to a commanding position and great influence in the councils of his party. No small part of his success was due to his wife's sagacity and intuition. She came in time to know as much about the political history of the country as her husband, and in hot political campaigns she often gave him advice that proved to be wiser than that of some of the party leaders. She had all of his tact and shrewdness, and understood as thoroughly as he how to keep silent at the proper time, when to say anything, and what to say when she had occasion to say it. And so, until her untimely death, Senator Platt, alike in the days of his early triumph, in the hour of his temporary gloom, and in the long-continued period of his later success, was constantly attended, cheered, encouraged, applauded, and aided by his wife.

William S. Oakman is justly counted one of the most successful railway managers of the period, and it is well known to his friends that an early and fortunate marriage had much to do with shaping his career. Thirty odd years ago he was a station agent upon a small railway passing through his native town in central New York. While thus employed, he fell in love with a very beautiful young woman, the daughter of one of the most eminent men of his time. She was a quiet, home-loving maiden, who had no fondness for fashionable life and cared not to avail herself of the opportunity which the distinction of her father and uncle would have brought her. Her uncle had been twice governor of New York and once the candidate of his party for the presidency. Her father ruled his party in New York State, and was long one of its leaders in the federal Senate. The young woman, however, had given her heart to the obscure railway employee, and when his position was a little bettered she was married to him, but her father was not at the wedding. A few days afterward a famous senator met her father and congratulated him upon the marriage, adding that his daughter's husband was sure to make a place for himself, mentioning Oakman by name. "Sir," said Roscoe Conkling, for he was the father of the bride, "I know not the man." However, had Roscoe Conkling lived long enough, he must have felt that his daughter's intuitions were better than his own. Oakman, as the sequel proved, was a silent, persevering man, as sturdy as his name might indicate, and with a resolute ambition to be spoken of other than as "Mr. Conkling's son-in-law." Backed by his wife's love and unfailing cheer, he worked his way steadily upward, each fresh test revealing a capacity to meet it. Before he was forty he had won the battle and made a name for himself, and for a dozen years past he has been at the head of one or another great railway property.

Dwight L. Moody had lately given up business to become a missionary worker when, at the age of twenty-five, he married Emma C. Revell, who from that day on was his sympathetic and helpful comrade. They first met in a mission Sunday School in Chicago, where she taught and where Mr. Moody was offered a class if he would gather it himself. The next Sunday he appeared with eighteen ragged urchins whom he had collected from the streets. He next rented a vacant saloon, and soon had two hundred assembled in it for Sunday School and mission work. From this beginning rapidly grew a school having six hundred and fifty scholars, taught by sixty teachers. The year after his marriage a church was built for his converts and he became its pastor. There followed a few more years of preparation, and then the work was begun which gave him world-wide fame. His wife's part in that work lives in the hearts of unnumbered thousands, and at every stage of his ever-widening career of usefulness, her refinement and consecrated Christian

life were to him as a very tower of strength. When, in the inquiry room, Mr. Moody had a particularly stubborn disbeliever, one that baffled his skill, and who could match him with arguments and would refuse to be convinced by any appeal that he advanced, the evangelist would quietly excuse himself and in a few moments return with a lady having gentle manners and a winning voice. He was, indeed, a hardened sinner, who was not won after a few minutes' conversation. Mrs. Moody did not argue with him, but presented the beauty of the new life in such persuasive terms that the man considered it not only a duty to become a Christian, but a great privilege as well. In this she was not playing a part, but exemplifying the life of Him who went about doing good. That Mr. Moody was enabled to do a work greater than that of Wesley was due in no small measure to the wife of his youth.

Jean François Millet was married before the end of his struggling student days to a woman sprung from the same sturdy peasant stock as himself. One day he overheard a stranger remark that he was nothing but a painter of the nude. This remark wounded him to the quick. It also fixed in his mind an instant but firm resolve to « follow nature, in the open air, under the heavens, and touch the earth.» He hastened home to tell his wife what he had heard and what he wished to do. « When I get to the ground I shall be free,» said he, and his wife earnestly seconded his plans. With two hundred dollars as the total of their worldly possessions they left Paris and settled in the peasant village of Barbizon, where the husband began to paint the humble life of which he had been a part in his youth. The full and splendid measure of his ultimate success is familiar to every student of modern painting, but in the first days he was often reduced to serious straits by the exigency of the bread and butter question. Even after he had painted his greatest pictures, he was still in poverty. Yet his strong soul did not fail; nor did that of his stout-hearted wife, who never lost faith in her husband's gifts, or failed to cheer him on the way. His pictures have taken their place among the masterpieces of art, yet had it not been for his wife he might never have had the courage to follow his bent, but might have remained a painter of the nude till the end of his days.

George Inness was another painter who could justly ascribe much of his fame and well-being to the woman to whom he was married at the beginning of his career. His power to catch and preserve the beauties of nature has placed him among the great landscape painters of all time, but he did not care especially for what is known as popular approval, nor was he ever influenced by the lust for money. It was his wife who took care of the commercial side of his life, and saved him from the consequences of what we are sometimes pleased to term the eccentricities of genius. She gave him, at the same time, a sympathy and

an appreciative companionship without which his extraordinary talents might never have reached full expression. His biographer (and there could be no more fascinating subject than the career of Inness) will be sure to give his wife's influence a foremost place among the forces which shaped his life.

When Collis P. Huntington arrived at manhood, he had saved money enough to buy a horse and wagon and a small stock of dress goods and fancy notions. With these he traveled through Connecticut, putting up at night with some farmer and paying his bill in trade. One night he stopped with a farmer in Cornwall named Stoddard. The farmer's eldest daughter was a comely girl, by nature domestic in her habits, a good housekeeper, and an excellent cook. She also possessed a clear business intellect. It did not take young Huntington long to discover these qualities, and he captured the prize that many a young man had sought to win. Soon they were married, and not long afterward the husband had a fine span of horses and a handsome peddler's wagon. By his marriage the foundation of his immense fortune was laid. Through all of his varied experiences, from a country merchant to a railroad king, he was aided by his wife's quick intuition, and blessed with her loving encouragement.

No man owes more to an early marriage than does John G. Carlisle, the farmer speaker, senator, and cabinet minister. He was a teacher in the public schools of Covington, Kentucky, and had barely obtained his majority when he wooed and won his wife. Two years afterward he was admitted to the bar, and a year later began his public career in the state legislature. During his whole political life his wife, Mary J. Goodson, a woman of rare intelligence and sagacity, proved as much of a helpmeet to him in her way as did Mrs. John A. Logan to her warrior husband. When he was first a candidate for the speakership, a friend asked Mrs. Carlisle what she thought of her husband's chances. "Did you ever know John to fail in anything he undertook?" was the spirited reply. There are few men who would not be spurred to success by confidence of the sort implied in these words.

Brigadier-general Henry C. Merriam, U. S. A., commander of the Departments of the Colorado and Missouri, says: "If a young man's and young woman's principles and manner of living approximate the same standards; if he is able to support her comfortably, and she is willing to do her share, that is, to make an attractive home for him. I don't think that youth will be the slightest bar to their happiness. Indeed, the sooner such a young couple is married the better. She will be a help to him in the attainment of success, an assistance to him in his work, and a joy to him in his domestic life. She will brighten his home and give him courage." Judge Owen E. Lefevre says: "The young

wife is a moral ballast, and her intuition far outweighs her young husband's judgment. The ambition of the young wife for worldly advancement is usually greater than that of her husband. A young man is kept moving forward by the spur of his wife's desires for their advancement. In my judgment a man marrying late in life cannot, as a rule, attain as great an elevation of character and self-respect as that of the man who marries early in life."

WIVES WHO HAVE HELPED TO SHAPE THEIR HUSBANDS' CAREERS

MRS. ERNEST SETON-THOMPSON, FRAU COSIMA WAGNER, MRS. RUSSELL A. ALGER, MRS. ANNA OTTENDORFER, LADY SALISBURY, MRS. CARTER HARRISON AND COUNTESS TOLSTOI AS EXAMPLES

MRS. RUSSELL A. ALGER

It is a goodly company of clever, wifely women who are mentioned in the following pages. The part that such women have played in helping to make their husbands successful or great will always be one of the most fascinating topics, for in few others is there so much of romance and inspiration. There are three ways by which a woman may help to make her husband a success: by influencing him, by directing and guarding him,—so that he may be at his best mentally and physically,—and by actual partnership in his work.

One of the most conspicuous examples of a wife who has helped to make her husband famous, by doing a part of his literary and artistic work, is Mrs. Ernest Seton-Thompson, and, for the part she has played, it might be said, with justice, that her name should appear with that of her husband in his best-known books.

It is not that Ernest Seton-Thompson would not have succeeded had he been quite alone. But, the fact is, that, in a large measure, the charm of his books is due to the clever wife who, as soon as the publication of the first was arranged, took upon herself the task of being his editor and bookmaker. Out of what would probably have been but an ordinary success, she made a book that caused authors, artists, printers, and pressmen to rub their eyes and wonder. It was a volume that had to be looked over carefully. Thus it was that Ernest Seton-Thompson, previously an anatomical artist only, won general popularity.

Mrs. Seton-Thompson said that when she was married in Paris, some six or seven years ago, she "gave up her literary ambition." She said it, however, with a smile upon her lips. It was only a very brief time after her marriage that this ambition seemed in a fair way to be realized at once. Her husband's story, "Lobo," had been printed in "Scribner's Magazine." His technical skill as an artist and his ability in writing were widely known. It was proposed that he make up a book of just such stories as "Lobo."

"Wild Animals I Have Known" grew out of this commission. From the very first moment of its planning, it was Mrs. Seton-Thompson's work quite as well as his. Though the publishers, seeing an inexperienced woman before them, questioned the wisdom of her judgment, this wife never stopped in her work. She took her husband's manuscripts and drawings, and planned the book's form and size. She designed the cover, and chose the paper on which it was to be printed. She outlined, to the chief of every department it passed through, her idea of just what its appearance should be. She suggested and saw carried out the "marginals" that plentifully besprinkled every page,—the little marginal sketches that so delighted the public when it saw them,—actually designing many of them herself, in the rough, and getting Seton-Thompson to perfect the whimsical, artistic ideas.

One of the most remarkable women in the world is Frau Cosima Wagner. That we owe to her much of that stupendous structure of musical composition which Wagner left as a legacy to future ages, is a fact not only generally known in Germany, but conceded by himself. But for her untiring energy and perseverance, the "Parsifal" would never have been written. He pointed out to her what was in his mind if he only had a plant to demonstrate it, and absolute quiet and solitude in which to record the mighty composition surging in his brain. Promising him the plant, she shut him in and protected him from the eager world's intrusion during the period of its composition.

Meantime, with the assistance of her father, Franz Liszt, she persuaded King Ludwig of Bavaria to build, equip, and endow, the magnificent temple of music drama at Beirut. By the time the great "Parsifal" was completed, the opera house was finished, the scenery painted, the vocalists selected, and the orchestra and chorus were ready to interpret the master. One must regard Frau Wagner's as perhaps the most extraordinary case on record. Even as the wife of Hans von Bülow, she fell in love with Wagner before meeting him, solely from her love of his operas, and she named her four children after his characters. When at last they met, he succumbed at once to the love for him of this marvelous woman. She left her husband at once to become his secretary, and remained with him. Von Bülow, seeing he had lost his wife

and children forever, gave her absolute divorce. From the time of her marriage with Wagner, she became his executive, his secretary, and his passionately devoted wife, relieving him of every care and labor except musical composition, to which he was enabled to give all his time. But for this wonderful episode in his life, it is evident that the immense musical composition he left would not have been half completed. Since his death, in 1885, she has carried on his musical enterprises every midsummer at Beirut, drawing around her in the warmest months, in a small town, with poor accommodations (it has greatly improved in accommodations since 1900), music-lovers from all parts of the world, making a great financial success, and refusing tempting offers to transplant her temple to more favored localities. Not until the emperor has consulted with her, is official music announced for the government opera houses, and she is known everywhere as the "greatest woman of Germany." Her father, Liszt, was known as the "homeliest man in Germany," a title which has also been applied to the daughter. Tall, angular, and long-necked, she is a living demonstration of the saying that "beauty is only skin deep," and a protest against the part that beauty has played in the world and in embroiling nations and mankind in war.

Russell A. Alger came out of the Civil War at thirty with the rank of a brigadier-general, but with only a few hundred dollars at his command. This sum he lost in a brick-making venture at Detroit. He then turned his attention to the lumber business, soon to discover, however, that there was no way to succeed but to go out in the woods and conduct his lumbering in person. "I had some gentlemen to back me with money," said he, "and the first year I walked a hundred and fifty miles through the woods, with a pack on my back, to select the timber. My wife also proved equal to the emergency, and went with me into the woods. Our house, that winter, was a little log cabin, a hundred miles away from the railroad, and Mrs. Alger did her own cooking, rising at four o'clock in the morning to prepare my breakfast. It was thus that I got my start, and half of the credit for it belongs to my wife."

Rowland Robinson began life as a wood-engraver, in New York. The experiment was not successful, and at forty he returned to the home of his boyhood and took up the life of a Vermont farmer. Encouraged and inspired by his wife, he wrote an article on fox-hunting, and offered it to "Scribner's Magazine." It was accepted, as were others, and ere long he found himself a welcome contributor to the leading periodicals of the period. A new career seemed opening before him, when his eyes began to fail, and the fading light finally left him in total darkness. Aided by his wife, however, he conquered this obstacle. He learned to write by means of a grooved board which enabled him to guide and space the lines, and his wife afterward revised the manuscript, and prepared

it for the press. Robinson lost his sight in 1887, and he lived until the end of 1900. During the intervening years, he wrote and published a dozen volumes, which have taken rank among the best Nature books produced in America. This would have been impossible without the aid of his wife.

The New York "Staats-Zeitung" is an eloquent and enduring monument to a wife who had the will and the wit to help her husband. Mrs. Anna Ottendorfer came to this country from Bavaria when she was twenty-one years old. She was then the wife of Jacques Uhl, a printer. The husband worked as a journeyman for eight years, being assisted in his struggles by his faithful and prudent wife. At the end of that time, by industry and strict economy, they had saved money enough to buy a printing outfit to commence business for themselves in Frankfort Street, New York. That was in 1844, when German printers were scarcer than now, and the job-printing office flourished from the start. Near the Uhls was the "Staats-Zeitung," a weekly organ of uncertain sound. Mrs. Uhl, with an eye to the future, saw that the acorn, that could then be bought for a song, would be sure to grow into a powerful oak. Uhl was more conservative than his wife, and declared that it would be better to confine themselves to job-printing. Her advice, however, at length prevailed, and together they bought the struggling weekly and moved it to their own office, soon after enlarging the sheet and improving its appearance. Success was evident from that time. German emigration was increasing rapidly, and Mrs. Uhl proposed to bring out the newspaper daily. The husband, believing in his wife's sagacity, put her idea into execution. He died in 1852, and Mrs. Uhl became the chief editor and manager. For seven years she directed the course of the newspaper, editorially and financially, carrying it safely through a hot presidential campaign and the panic of 1857. Two years later she married Oswald Ottendorfer, who was on the editorial staff at the time, and to him she assigned the chief editorship. She continued, however, to take an active part in the business management, even until her death, when she was nearing three-score years and ten. No decisive step was ever taken without her direction and consent, and she knew exactly where the paper stood, from day to day, long after its assets mounted into hundreds of thousands. Had it not been for her, the "Staats-Zeitung" would have had but a brief existence, and that great German organ would never have attained the phenomenal proportions it has to-day.

Alexander T. Stewart, the prince of American merchants in his time, owed much to his wife. Men in New York, who know much about their early start, of their first efforts to climb the long ladder to fortune and prosperity, know that it was Mrs. Stewart's taste in color, prudence in invest-

ment, and forecasting of the coming fashions, that gave to the great firm its prestige, and aided it in its ongoing toward a plane of universal recognition as the leading house on the continent. Many visitors, familiar with the interior of Stewart's great establishment, can recall the slight, lady-like figure of the wife of the head of the firm, often seen there, going about, unpretentious, from department to department, from counter to counter, from clerk to clerk, inquiring here, listening there, and attentive everywhere. Stewart's store had precedence of his house, and as he lived, so lived his wife. Together they planned and worked, and the great merchant was prompt to admit that much of his exceptional good fortune was due to the woman who gave him, not her hand alone, but, with it, her head, well stored with mother wit and much good sense.

A woman played a large part in laying the foundations of the fortunes of the house of Vanderbilt. The first Cornelius Vanderbilt married at the age of twenty, and a year later became captain of a small steamboat plying between New York and New Brunswick, New Jersey. Passengers were numerous and many persons went to New Brunswick and back by boat, for the pleasure of the trip. Others, when the boat reached New Brunswick, got into stages and were driven across New Jersey to another steamer which took them down the Delaware. Of course, they wanted something to eat, and here Mrs. Vanderbilt saw her opportunity. New Brunswick's hotel, or half-way house, was dirty and ill-kept. Mrs. Vanderbilt suggested to her husband that they should take the hotel, refit it, and run it in a style that would attract guests. Vanderbilt leased the hotel; but, as the scheme was his wife's, he told her she might run it and have the profits. Mrs. Vanderbilt overhauled the house and named it Bellona Hall, after the steamship "Bellona," which her husband then commanded. The fame of Bellona Hall soon spread to New York, and parties were made up to visit it, because of the excellent fare to be found there. It also increased the profits of the line for which Captain Vanderbilt worked, and his salary was increased to two thousand dollars a year. Mrs. Vanderbilt for twelve years managed Bellona Hall, with profit to herself and pleasure to her guests. Her husband, during these years, had been studying steamships and the chances for profit in traffic on the Hudson and along the Sound. His means were limited, but he had valuable ideas gained from practical experience as a steamboat captain, and he felt sure that if he could get the right opening he need not fear the greater wealth of his rivals. He never had questioned his wife's management of the hotel, but he knew she had saved some money. His opportunity came in 1829. He had a chance to get a controlling interest in a steamship for eighteen thousand dollars. He had saved ten thousand dollars, but he did not know where to raise the balance. He told his wife about the steamship, and

explained his plans for making money if he could get it. "I need eight thousand dollars more, and I don't know where to get it," said he. "I will give it to you," replied Mrs. Vanderbilt, and, to her husband's surprise, she brought the money to him. She had saved it from the profits of the hotel. Vanderbilt bought his boat. Money and more ships came rapidly, after that, — so rapidly that, when the Civil War broke out, he was able to present to the nation one of his boats, worth eight hundred thousand dollars, and yet feel easy about his finances and his fleet. When he was seventy, he was credited with a fortune of many millions.

Victorien Sardou, the French dramatist, acquired great wealth, and it was his wife who opened the way to his first success. Sardou began the study of medicine in his youth, but his father drifted into financial difficulties, and the son had to give up his studies to help the family treasury by teaching philosophy and mathematics. He also wrote trifles for the smaller Paris newspapers. Then he turned to writing plays. After many 'prentice efforts he wrote "The Student's Tavern," and found a manager who accepted and produced it. It was a failure, and its author's discouragement was bitter. For three years Sardou lived in a garret, seeking to keep life together upon a three-sous breakfast and a six-sous dinner. Exposure and privation brought on a dangerous attack of typhoid fever. A kindly neighbor, Mademoiselle de Brecourt, upon whom he had no claim whatever, nursed him through his illness. By and by, after he got well, he married her. A little later, he induced Paul Féval to collaborate with him in writing a historical drama, which did not succeed, although Féval made a good novel out of the plot. For some time after this second disappointment, Sardou's poverty was as great as before; but, in what seemed his darkest hour, his fortune began to change for the better. His wife was a bosom friend of Mademoiselle Dejazet, who opened for him the doors of the theater that still bears her name. "Candide" and "Les Premières Armes de Figaro" were given successively at the Theater Dejazet, and Sardou's ability as a dramatist was recognized.

The story of the marriage of Lord Salisbury, England's present prime minister, makes romance of the best sort. He had just entered parliament when he fell in love with Georgina Alderson, the daughter of a barrister who had risen to be a judge. She was bright and clever, and comely to look upon, but neither of the lovers had any means, and Lord Robert Cecil's father bitterly opposed the union. But they were wedded, in 1857, and the first years of their married life were passed in comparative poverty and obscurity. They lived in modest lodgings in London, and the husband had to eke out a living by his pen, contributing diligently, in the intervals of his parliamentary labors, to the newspapers and reviews. There is a legend of Fleet Street that

credits the young wife with helping him as an amanuensis in his literary labors, at the same time that she was bringing up a large family. Their struggles terminated at the end of eight years, when, by the death of his elder brother, Lord Robert Cecil became Viscount Cranborne and heir to the title and estate of the Marquis of Salisbury.

Perhaps no living man owes more to his wife than does the great Russian writer and reformer, Count Leo Tolstoi. Countess Tolstoi attends to all of her husband's business affairs and has done so for many years. There was a time when the count, in obedience to his socio-religious convictions, wanted to give all of his property to the peasants. The laws would not let him do this, and so he handed it over to his wife, who has since managed it with cleverness, economy, and good sense. She has, at the same time, been his devoted assistant in his literary work. For years she copied, again and again, everything that he wrote. The completed story of "War and Peace," comprising several hundred thousand words, was copied by her no less than seven times for revision and re-revision, before it was brought into the state in which it went to the printers.

The late John A. Logan used to declare that all he was in life he owed to his wife, and surely no man ever had a better one. She was with him in the army, and in political campaigns she was always at his side. She had more intellect and political sagacity than her husband, and an abundance of tact. She was ever his ablest adjutant, and to her efforts was due most of his political success. She supplied all that he lacked, and without her he would not have won the fame and influence that came to him. She acted as a brake upon his fiery and impetuous nature, and more than once saved him from what would have proved a fatal blunder. It was decided, during the presidential campaign in 1884, that both Blaine and Logan should visit Cincinnati and participate in a great political rally. Blaine arrived early in the afternoon of the appointed day, and was accorded an ovation. General and Mrs. Logan, traveling by a different route, reached Cincinnati later in the day, and for some unexplained reason there was no one at the station to meet them. They drove to a hotel, and the general, in hot anger at the slight put upon him, summoned a reporter for a Democratic newspaper, to whom he delivered himself of a violent attack upon Blaine and those responsible for the neglect to which he had been subjected. He proceeded in this strain for some time, Mrs. Logan occasionally interrupting him with such exclamations as "Now don't say that, dear. This young man is a reporter;" or, "That would sound very badly in print, General. You must be careful of your language."

The general, however, was not disposed to be careful. He said he had been outrageously treated, and he hoped that the reporter would

print every word he had uttered. At last the latter rose to go. He had the material for a sensational article, the effect of which would be felt from Maine to California, and he was anxious to get back to the office and begin work upon it. As he left the room, a hand was laid upon his shoulder, and, turning, he beheld Mrs. Logan.

"The general has been very indiscreet," she began; "he naturally is outraged at the treatment he has received, and he is too honest to conceal it. But this is not the proper time to make it public. You will promise me, will you not, that you will say nothing about it?"

There was a world of tenderness in the lady's tones, and her handsome face plainly showed the emotion under which she was laboring. The reporter, however, protested. The general, he said, had given his permission that all he had said might be published; he would betray no confidence in publishing it, and he did not think Mrs. Logan ought to ask this sacrifice of him. Mrs. Logan replied that she understood his feelings perfectly.

"We have been in public life for a great many years," she continued. "In Washington, many of our warmest friends are among the representatives of the great metropolitan dailies. I know that the publication of this interview would create a sensation, but that is precisely what I desire to avoid. Some day it may come my way to make a great sacrifice for you. You have my positive assurance that I will do this when you call upon me. Will you grant my request?"

The newspaper man was touched by the lady's evident distress and gallantly gave the required promise, which he faithfully kept. Thus, did Mrs. Logan prove her wifely devotion, and save her husband from the consequences of his own folly. "She was a wiser man than her husband," added the reporter, in relating the incident to the writer.

In Chicago's recent mayoralty campaign and election, Carter H. Harrison, a democrat and the successful candidate, was opposed by Judge Elbridge Hanecy, a republican. Judge Hanecy made a splendid fight. His campaign was a marvel to many who thought they knew what it was for men to work day and night, to deliver three, four, five or eight speeches a day for weeks and weeks. Not only did Judge Hanecy do all this, but he came to his last mass meeting, on the evening before election, with his voice still strong, his courage undiminished and with his physical condition excellent.

Mrs. Elbridge Hanecy, the wife of the judge, played a silent part in that compaign, as she has in all his life as a lawyer and as one of the most respected members of the bench.

"During the spring campaign," she relates, "I lived over the incidents of each day with my husband, when he returned late at night. Luncheon was ready for him, whenever he opened the door at night

after a hard day's work, and, while he ate, I would read letters to him, and together we would talk over the developments.

"Everything about the campaign was of interest to me. I was in it because my husband was. I answered letters and telegrams for him and almost all of the house telephone calls were answered by me. I never troubled him unless it was urgent, for I was generally well-enough informed about the situation to conduct the telephone part of it satisfactorily. All the newspaper clippings were collected by me, and I arranged them so that he could save as much time as possible.

"But, after all, the best help a woman gives her husband is in her doing her part in the home. It is there that I have sought to be of most use. It is there, in my belief, that a husband ought to get relief from the cares of his business life. I never talk over his work in the court-room unless he chooses to briefly take up some incident. I have never been inside my husband's court-room."

The wife of Chicago's mayor (1901), is known as one of the most attractive women, socially, in all the West. Of medium stature, and rather slight in figure, she is graceful in the ball-room, in the theater-box, and on the street. In her home, she is gentle and always thoughtful of the rights which the public thinks it has to her husband's time.

In her grasp of political situations, she has developed rapidly, during the three successive campaigns which Carter H. Harrison has successfully made for the mayoralty. When the newspapers have criticized him, she has felt the cut first and most keenly. And yet, through it all, she has spurred him on, and, even now, she will not say that he has risen to all the honors to which he is entitled.

"I help my husband in every way that I can," said this wife of the thrice-elected mayor, "and I am sure that I am of value to him in many of the big things he has to do, and I am certain that I also help him in the smaller affairs. He has confidence in me, and we discuss many of the questions which come into his administration.

"A woman's intuition is always of benefit to a man, in the decision of questions where right and wrong enter. In weighing matters, oftentimes I have been able to feel that my suggestions helped to straighten out questions he was debating in his mind. Then, too, it may be that I have had something to do with his entering upon certain campaigns. Once in them, I know that I not only have thrown no obstacle in his way, but I have aided him all the while.

"When Mr. Harrison first became mayor, I carried out an idea, which I may have borrowed from him, that we should have a few fixed rules at home, just as he had a system for transacting business down at the office. One of my rules is that he must leave official business at the office. Politics is tabooed at our dinner table. I insisted upon this for his own

benefit, and I am satisfied it was a wise provision. Another of my rules is that he must not conduct business over the telephone, from the house, unless the matter is very urgent. It was my suggestion, too. that he set aside a certain hour of the day for his conference with the newspaper men, and that he be given his evenings free from interviewing.

" A woman will either help or hinder her husband in the work he may set out for himself to do. The smoothing over of little worries that come to a husband is a part of a wife's duties. She must be in sympathy with her husband and his work, and help him, because she is in sympathy and anxious for his success, or she will retard him in all his efforts."

INGLORIOUS SUCCESSES

By REV. DR. FERDINAND C. IGLEHART

There are some men who fail in vocation and in manhood at the same time. There are others who fail in their careers, but succeed as men. It sometimes happens that failure in business produces success in morals; that the breaking of life-plans and the crushing of ambitions awake the conscience to moral dangers, and create a disposition for self-mastery. It is splendid to see such a one towering unharmed above business or professional wreck, upright in his integrity.

It is easily possible for one to succeed in his occupation, and fail as a man. There is no one, however good, who has not some weakness, fault, or sin; but, where the determination of the heart is to do right, he is counted a good man, despite his blemishes. There is no one, however bad, who does not possess some good quality; it may be very small and far out of sight, but it can be found by searching. When a man, despite many good characteristics, has a mind bent on doing wrong and a heart corrupted by vice, or else is broken down by a life of evil habit, he is considered a bad man,— a moral failure. The difficulties and dangers of a business life are so great that only a small proportion of those who enter upon it are successful, but those very difficulties develop courage, energy, enterprise, and elements of high manhood. The difficulties and dangers in the moral world are so great that it is not easy to live up to the best within ourselves. But these dangers develop caution, wisdom, and strength of will.

There is always a sacrifice of manhood where success has been achieved by questionable methods. Value for value is the law of nature.

Things obey this law, and there is a brotherhood of atoms, and a sisterhood of stars. People disobey this law, and discord, villainy, and ruin are the result.

Vices have wrought much havoc. In the case of Alcibiades, vices and virtues seemed to have a nearly equal influence on his life. He had many admirable qualities which made him eminent and powerful in Greece, but he was a colossal failure as a man.

Alexander, while he was conquering the world, lost his manhood, and Napoleon, while he did not lose all of his manhood, lost enough of it to leave him very small morally, compared with what he was as a thinker, general, and ruler.

Avarice destroys the character of many men. The accumulation of wealth is suggested by analogy, and is demanded by the physical, mental, moral, and spiritual conditions of mankind; the excessive love of money blunts the moral sensibilities, and destroys manhood. It is the root of all evil.

The columns of the daily newspapers, the records of the criminal trials in the court-houses, the registers of the prisons, tell of the wide-spread ruin which avarice makes. Vast numbers of monetary irregularities which do not come under the penalty of the law, are corrupting the hearts of the people every day.

One of the most colossal moral failures of history was Lord Bacon, who sold his honor for money, and fell from his lofty pinnacle into the deepest disgrace. In originality, keenness of perception, comprehensiveness of grasp, philosophical instinct, scientific investigation, and breadth of learning he was equal to a hundred men; and yet this intellectual giant was a moral pigmy who sold himself for gold.

Where there is the highest earthly success, there is sometimes the blighting of manhood by the social evil. Fidelity to home is the glory and hope of the Anglo-Saxon race, and yet there are some who have such a light estimate of the marital relation that, though they live in fine houses and wear costly apparel, and exert large influence, they are soiled in their spirit, and dwarfed in their manhood. There is no station of wealth or power so high, that the soul can escape the blight if social impurity be cherished.

Many men who have succeeded in business have been ruined in their manhood by the excessive use of strong drink. As business successes they are to be admired, but as moral failures they are to be pitied. The most brilliant geniuses of the world have been peculiarly susceptible to this form of temptation. From the earliest times to a comparatively recent period, the idea has prevailed that there is some relation between intoxicating drinks and the highest intellectual inspiration; and the poets, particularly, have felt that they had the especial right to drink

intoxicating liquor freely and to do other irregular things. Fortunately, that opinion does not exist to-day; the recent men of letters in England have been of singularly correct habits; and our American poets, with but few exceptions, have been men of ideal moral character. If the convivial poets, however, were to be taken out of English literature, there would be a great gap.

Along with the young man who has become degraded by his passion for drink, lie the judge, the physician, the statesman, the orator, the poet, and the preacher.

While we have looked at this succession of wrecks,— of those who have yielded to temptation, we must not forget that moral failure is not irremediable in the world, that, while it is easier to form than reform character, character can be reformed — that there is no man, however bad, who may not become good; no man, however corrupt, who may not be made morally pure. There is a Hand that can re-string the tuneless lyre; a Hand that can build a splendid temple out of the pile of ruins that moral evil has made.

GLORIOUS FAILURES

By HEZEKIAH BUTTERWORTH

No right-doing is failure, whatever its consequences may be, or seem to be, and no wrong-doing is success, though it may seem to reap wealth and fame. Rome was not a success in the days of her triumphal arches, with the captives of nations at her chariot wheels, and the gold of the world in her treasuries. One would rather have lived in the days of Cincinnatus, Phocion, Pericles, the Gracchi, the Scipios, than in the reveling pomps of the later emperors. Machiavelli taught the Medici the arts of statecraft; that deception was a right agent when used for the public welfare, but Italy declined under the influence of the instruction. Spain once outshone the world, but at the expense of public conscience, and her empire was not success. The old nations of the East perished, not because they were confronted by larger armies, but because their moral life had declined. A nation's value is its spiritual value, and a man's worth is the worth of his soul.

The most beneficent lives have, in many cases, been accounted failures in their own times. But such have arisen stars in other years;

for worth has its own gravitation, and wins the world. No man can escape his gravitation, be it what it may.

Let us glance at a few lives which have been accounted failures.

"Let his name be cast out of every nation under heaven," proclaimed the Jewish council that expelled Spinoza from its fellowship. Spinoza forgave his enemies, and polished lenses, and lived on a crust of bread. He wandered the streets of Holland forsaken by the world, and his people spat upon him as he wandered, a "God-intoxicated" man. He died in poverty, but his thoughts grew, and his name rose, a star. His monument now is a place of pilgrimages.

Kepler was poor: he lived poor for the sake of his science. His mind was with the stars. He died, after a life which was deemed to have been a failure. But hear his own words against this view: "I would rather be the author of the books that I have written than to possess the Duchy of Saxony." He had made clear many of the laws that govern the stars — what were Saxony and all its estates, as weighed against his works on astronomy? He could be well content as a wayfarer.

Jefferson lived to give away his great estates. He faced poverty in his old age. He hardly left a provision for his daughter. "I resign my soul to God, and my daughter to my country," he said in his last hours. But he had lived for mankind, and enriched the future, and the country took his daughter to the human heart, and provided for her. A single sentence in the Preamble to the immortal Declaration of Independence is worth more than all the estates of old Virginia.

Most of the poets who have been prophets of human thought, and true interpreters of life, have lived and died poor.

"None of the Keats family ever had any luck," exclaimed the poet, whose literary achievements made his family name immortal. Keats was "all head," and that seemed to be a well-nigh useless possession in a commercial age, except for money-getting purposes. But, in the judgment of time, many a man would have rather written "Endymion" or "The Ode to a Greek Urn," than to have owned half the stock of the East India Company! What reader of this article can name to me a single stockholder in that rich old company that enslaved India, except, perhaps, historic Lord Clive?

School-teachers, as a rule, live and die poor. Who knows of one of them who has neglected his calling in the schoolroom to gain $100,000? I do not know of one such unfaithful teacher. The great leaders of progressive education have been poor.

Pestalozzi died in poverty and in misery, but who in view of the influence of what he did, would not rather have been like him, the founder of the public schools of the world, than to have had all the

wealth of Philip of Spain, with the inherited riches of Peru in his palaces?

Pestalozzi wished that there might be found some one to plant a rose-bush on his grave after he was dead; the solid marbles bloom for him now, his face lives on the walls of the schoolrooms of all nations, and his influence constantly grows.

Such men in their own times are looked upon as failures, except by the far-seeing few. At a later period, they are regarded as "splendid failures"; then, afterward, they become fixed stars of pure light, and shine forever.

The value of a man is his influence in the world,— not what he gains and heaps up in monuments of pretentious selfishness, but what he gives.

There is one man, to whom historic justice has never been done, whose life strongly illustrates this principle. He was known in the American army of the Revolution as "Brother Jonathan." He went into business, became rich, and failed on account of losses at sea. After his failure, his only thought was to earn money by honest means to pay his debts. It was not through any neglect or want of foresight that he had become a debtor. He was a Puritan of the Puritans, a New Englander of the New Englanders.

His friends and neighbors at Lebanon, Connecticut, came to love him for his benevolence, integrity, and justice. They called him "Brother Jonathan," not dreaming that they were thus giving a name to the American nation.

The Revolution came. In the stress of the siege of Boston, this man, who became the silent war governor of the Revolution, sent timely aid to Washington. In the straits at Valley Forge, and in every great emergency of the years beginning the struggle, that silent man was true to the need. His droves of cattle were found, in the dire need of famishing armies.

Washington saw his wisdom and loved him. In the councils of war, when he hardly knew what direction to take, he would say: "We must consult Brother Jonathan!"

The soldier guarding the marquee, where Washington and his generals had been consulting, would say: "Well, what is the outcome?" and General Lafayette would answer: "Brother Jonathan."

The silent war governor whose counsels led the march of armies, and fed these armies in their nakedness at Valley Forge, had married a descendant of John Robinson of Leyden, the prophet of the Pilgrim Colony who sailed on the "Mayflower."

Count Rochambeau saw the true worth of "Brother Jonathan," and to honor him, he presented to "Brother Jonathan's good wife" a scarlet cloak.

The gift troubled her. Had she a right to wear such a garment, when her husband had failed, and the army was starving? No; or so she reasoned.

Brother Jonathan wrote most eloquent proclamations for thanksgivings and fast days. He wrote such a one in the dark days of the war of the Revolution. The bell summoned the people to the Lebanon "meeting-house" with its high pulpit, deacons' pew, sounding-board, and galleries.

Madam Faith Trumbull went to the service wearing the scarlet cloak given to her by Rochambeau. The minister preached on the duties of emergency; he pictured the necessitous condition of the American army, and asked for contributions to be sent to the men on the field.

Madam Trumbull arose, went forward to the deacons' pew, took off her scarlet cloak, and laid it on the rail among the offerings. Her example was an inspiration.

Jonathan Trumbull never recovered his property. The piracy of the war prevented it. He was never made a general, a senator, or given any office higher than that of governor — he held no office of profit to himself. He died a glorious failure. But his soul was the state, it entered into Washington in his darkest hours, and inspired him. It uplifted the army in despondence. From his humble war office, he issued the unheard order — "Go on!" He put his character into the nation, and stamped his name on the nation. He sleeps in a hillside tomb, but what he did lives in the embalming airs of immortality. Historic justice has yet to be done to his worth, and the day will come when his silent influence will reveal itself in the measure of its real value.

It is not what a man *gains* for himself, but what he *does* to make others happy, that makes him rich; not what he comes to possess, but what he is. Content, satisfaction, and happiness, come from things that money cannot buy. When Plotinus preached such things in the times when Rome was weary of banquets of gold, the nobles liberated their slaves, gave their luxuries to the poor and lived like poor men, that their souls might become enriched and prepared for the life beyond the earthly horizon.

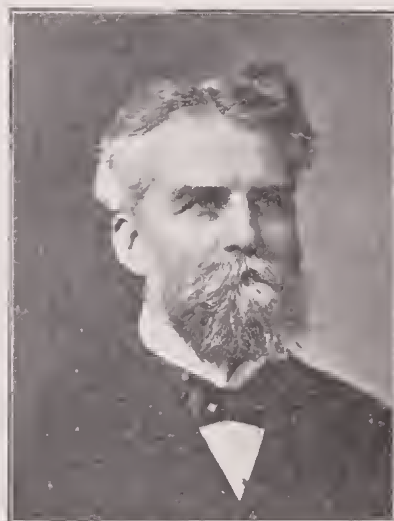
Said Canon Farrar recently, — and the words are worthy of a place in one's notebook: —

"No true work since the world began was ever wasted; no true life since the world began has ever failed. Oh, understand, my brethren, those perverted words, failure and success, and measure them by the eternal, not by the earthly standard. What the world has regarded as the bitterest failure has often been in the sight of Heaven the most magnificent success. When the cap, painted with devils, was placed on the brow of John Huss, and he sank dying amid the embers of the flame, — was that a failure? When

St. Francis Xavier died, cold and lonely, on the bleak and desolate shore of a heathen land,—was that a failure? When the frail, worn body of the Apostle of the Gentiles was dragged by a hook from the arena, and the white sand was scattered over the crimson life-blood of the victim whom the dense amphitheater despised as some obscure and nameless Jew,—was that a failure? And when, after thirty obscure, toilsome, unrecorded years in the shop of the village carpenter, One came forth to be preëminently the Man of Sorrows, to wander from city to city in homeless labors, and to expire in lonely agony upon the shameful cross,—was that a failure?"

EXPRESSION AS A MEANS OF DEVELOPING CHARACTER

By S. S. CURRY
President of the School of Expression, Boston



Some years ago, from fifty replies to an advertisement for a stenographer, I selected one young woman as the best on account of her handwriting, her recommendations, her speed and her general education. When she came to interview me, however, it was impossible for me to employ her. I could not endure her voice. Many young men and women who feel themselves qualified for important positions continually fail to secure them. They are usually unconscious of the greatest hindrance, the harshness in the tones of their voices, awkwardness or carelessness in manner, or some defect in expression which could be corrected easily in a short time by a right method and a right teacher.

Expression has not been properly appreciated as a practical aid to success in life. Success must come usually through intercourse with the world. Right speaking must not be neglected by the earnest young man or woman who is looking in any direction for lasting success. One with the greatest ability may learn too late that failure is generally caused by what seems to be the simplest trifle.

The development of expression requires the mastery of the so-called natural languages, that is, of the voice and body as agents of the mind in revealing thought, feeling, and purpose. These languages indicate most clearly the hidden habits of life, and express, unconsciously, the deepest traits of character. The right study and development of the natural languages will lead to the correction of conscious and unconscious habits, both in thought and action, and the strengthening of the

weaker faculties, to a realization of the highest possibilities of the individual, and to a knowledge and unfoldment of character.

Usually men judge each other by their motions, actions, the modulations of their voices or their words. When a business man looks over a young man who is a candidate for a position, he is not always conscious of the things that most impress him, but his contact with the world has developed in him a keen insight into character, whether he is conscious of it or not, and he judges of the man or woman before him by appearance and the various modes of expression. The very touch given to a word or phrase will indicate to him energy or a lack of it. The natural languages are the first to make an impression and are known and read of all men.

Looking at expression on the mere utilitarian side, it is found that the training of the voice prevents the ailments which come from the misuse of the voice and throat. Specialists in throat diseases thrive all around us, but few sufferers obtain permanent relief from pathological treatment. The work of the specialist is helpful up to a certain point, but the real cause of the difficulty is the misuse of the voice in speaking. The radical help that is needed by even the clerks who suffer during the busy season, by the society woman who cannot talk for half an hour without a sore throat, simply because she uses too little breath, or breathes too seldom, can be obtained, not in a long course of expensive treatment, or a change of climate, but simply in the right training of the voice.

Of the three thousand preachers I have taught, nine-tenths suffered in some way from misuse of voice. Teachers on all sides suffer from the universal ignorance as to the use of the voice.

Of all the functions of the body, those relating to the voice are least understood; and of all the powerful means for good, that which is least appreciated is the true modulation and use of the voice. The need of knowledge and training in this direction is not confined to those who use the voice in professional work. In society and in the home, in the everyday business of life, men suffer from physical weakness which comes entirely from talking with exhausted lungs. Not only throat troubles but many forms of nervousness abound as a consequence.

Even those who use the voice well in singing often disregard all the laws of vocalization in speech, and at times are forbidden to talk because the use of the voice in conversation interferes with their singing.

There is always something wrong when speech of any kind irritates any portion of the vocal instrument. Hundreds of people who were once physically strong, die early or drag out an unsuccessful existence in physical weakness and suffering, who might have lived long and useful lives, if they had learned the simple lesson of the conservation of energy

in the right use of the voice. Phillips Brooks succumbed to disease in the prime of life. It is said, « He had so used up his reserve vitality in work that there was nothing with which to combat disease.» Those of us who sat under his wonderful preaching and heard the continual escape of breath, audible almost anywhere in Trinity Church, or any specialist who knows the laws of the right use of the voice, knows that the waste of vitality in his valuable life was not all in the line of work. There is no instrument to gauge the waste of life force in the delivery of a sermon when the voice is badly used. The right use of the voice is not only directly connected with the conservation of vital force and preservation of health, but it is a sign of emotion and force centralized and under control of the directing mind.

The study of expression develops delivery, gives greater power to the preacher and the teacher, to the orator, and to the public speaker of any kind. Skill in expression gives to any one greater command over his fellow men. It enables the speaker to convey a right impression regarding thought. It enables him to tell the truth, stimulates thought, quickens life, and tends to bring all his powers and faculties into energy.

The field of vocal expression is becoming more and more important. Positions with splendid opportunities for teachers are opening constantly in every direction. The calls that come from leading universities and schools in every part of the land cannot be supplied. Expression has opened more especially a new field for woman, with her finer intuitions and her insight into the human heart. Noble women find in this work a broad sphere of influence, a high and an adequate means of leading others to self-realization and to the mastery of their powers.

Again, teachers of expression aim to train public readers. Since it has been shown that ignoble emotions decrease vitality and that joyful emotions build up the physical system and stimulate life, we have still other, if not greater, reasons for the practical value of the vocal interpretation of noble literature. Dramatic art has always been recognized as the most potent influence for good or evil. It makes a more direct appeal to the emotions of men than does any other art. It uses as its means man's natural languages. It is the most adequate interpreter of character. Public reading is a legitimate phase of dramatic art. If, then, the study of vocal expression trains public readers to interpret the higher forms of literature, it does a great work. The public reader can, without scenery or expensive adjuncts, interpret any form of literature to any kind of audience in any kind of place. He expresses by suggestion and appeals to the imagination. He can or may present nobler poetry and a greater variety of forms of literature than is possible to be presented on the stage. He can interpret lyric poetry and the highest of all

epic as well as dramatic. The vocal interpretation of literature can be carried into any parlor, hall, or church, and furnishes one of the best means of instructing the masses, by presenting the highest thoughts, awakening the noblest emotions, and stimulating the highest ideals.

True training in expression leads to the deeper realization of the truths of all forms of art. It teaches also the importance of the stage. It shows the dangerous and demoralizing tendencies of exaggerating the lower forms of farce and burlesque at vaudeville performances, which are attended in many cases by even the cultivated members of the community. It teaches the possibility of even artistic vaudeville as a means of entertainment. It teaches, also, the real art of the stage, and how there can be developed a higher representation of that which is nobler and truer in dramatic representation. The real need to-day is the higher, finer, artistic training for actors found in the right study of vocal expression. Again, a study of the principles of vocal expression teaches the important part which noble stage art plays in the development of man.

But all this regards rather the external values of expression; values for the speaker, the teacher, the reader, and the actor. But if the training of the natural languages has an educational value, it is of universal use. It is helpful to every man, woman, or child, no matter what his profession.

The study of the natural languages has a mission in the development of human character. The subjective value of the study of expression is unique in education. The study of vocal expression furnishes the most immediate and direct means for training the imagination and the artistic nature. Professor Charles Eliot Norton has said that the appreciation of art can only be secured by developing the imagination, and that the best method of awakening the imagination is the recitation of noble poetry, especially of lyric poetry. "A real word," said the father of philology, "is a spoken word." Written language is fossil poetry, but the spoken word awakens the life only symbolized in language. It puts the living soul behind all words. The right study of the natural languages furnishes the means of making all literature living. It awakens the very faculties that appreciate all art and beauty. It brings thought into the realm of experience. It awakens the deepest powers of the soul to realization. It stimulates higher and nobler purposes for action. The scientific and analytic study of literature makes critics, but the right study of vocal expression secures the most profound appreciation, awakens the artistic faculties, stirs noble emotions, without which all literary study is as sounding brass. Further, it awakens a broad, practical, and natural method of education, and furnishes a true key to the relation between thinking and doing. It gives a method by which a species of lab-

oratory practice is made available and practicable to every grade of school and every department of human knowledge. A teacher with any true insight can test by means of vocal expression the very working of the faculties of a student and will enable the student to test his assimilation and realization of truth and life.

There are two elements in education: First, the acquisition of knowledge. This is not of the highest importance. Nine-tenths of the books written on scientific subjects are records of mistakes. It is hardly possible for the ordinary man to keep fully abreast with the latest discoveries in even one of the sciences. We have come to feel in this twentieth century that education is not primarily the acquisition of information, but the discipline of the faculties. The second element in a correct educational method is practice. "To know a thing we must do it" has been said again and again. Something is needed to put the faculties into energetic life and work. The expression of energy in its relation to the personal life of man is one of the most important elements of this disciplinary side of education. To realize the value of a thought we must express it. In our best schools and universities, in the scientific departments, the laboratory method is the one upon which the true educator most relies at the present moment. The student is set to making practical experiments, to doing original work for himself.

As breathing consists both in the taking in and the giving out of breath, so the life of the mind is dependent not only upon the receiving but also upon the giving of the truth. When rightly exercised, both of these two processes develop man's faculties and powers and unfold strength of character, upon which all success, in whatever department of life, primarily depends. Man's faculties are trained by impression and expression. It is a fact that all the great reforms in education have been along the line of practical work in expression, and the best educational methods to-day call for practical experiment or manifestation, or for some kind of execution.

Possibly there is a still deeper function performed by expression. "All education," says Froebel, "is emancipation"; but there are two elements in freedom, this negative element of emancipation, and a positive element of self-assertion. Mere emancipation does not bring freedom or liberty. There must be a positive self-affirmation. A right study of expression furnishes a natural method for self-affirmation. It furnishes a primary means by which each soul can affirm its own personality and unfold its own intuitional conceptions. Few people are really free. We have constricted voices, constricted hands, constricted bodies, and conventional, constrained minds. Many young men and women have never been allowed to think for themselves. They are unconsciously dominated at all times by parents or teachers and have never

been emancipated. Men, at first, have little faith in their own creative powers. We have little realization of our own being; little confidence of what we can do in life; little courage in our own power to affirm ourselves in action or execution. This is the primary source of all failure. The soul must affirm itself as the very foundation of all success. Are educational methods to blame for the universal repressions and constrictions of men and women? There is a whole class of facts overlooked by modern education. We cannot understand a truth until we can give it some kind of expression. Expression, according to Emerson, is one half or more of life. We cannot know our own natural powers until we feel them in operation. Life, itself, is a mode of manifestation and self-affirmation. In endeavoring to express himself man secures the right relation of his faculties, and the harmonious use of all his languages. Every avenue is opened for the inflow and operation of energy, and there comes a sense of freedom, and an inner realization which gives rise to hope and confidence.

Again, the study of the natural languages trains the emotions. The foremost educators of to-day say that in the educational methods of the future more attention will be given to feeling. We are coming to realize that it is emotion that gives motive to man and brings him into true relation with men and things. Abstract study dries up the soul. Listen to the voices of students in any of our colleges or schools, how cold they are! How untruthful to the real spirit of truth! How like a machine! The acquisition of knowledge divorced from the natural response of the soul in the joy of knowing and realizing has left its unavoidable result in the voice and body. These men are weak in influence, and often weak in action. They know facts, but cannot use them.

True education should develop personality; should show the student how to get truth and should simultaneously develop his power to use truth and make him feel that truth is a living thing, a part of human character. Expression is the only method I have ever found of coördinating the receptive and the revelatory faculties of the human being and developing true harmony of all his powers.

The study of expression awakens and develops ideals and shows how to attain them from actual conditions. Self-realization is rare. How few men have found themselves! We can easily see the mistakes of others; their lack of courage; their lack of faith in themselves. Deep down in his own heart every man has a dream of possibilities,—a divinely given ideal, but he never talks about it. He does not know how to relate this dream with the actual duties and work of each day. It is indulged in only as an idle dream. It has no relation to present difficulties and conditions. Rarely do men see that the very difficulties in their paths are but a stairway to attainment. Too often such a one

comes to himself with a hope that in some far-off world he may become what he now dreams he might be.

Expression demands realization. Realization in even a small sphere awakens courage for a realization in a larger or higher sphere. So, expressive training teaches how to secure the highest attainment. It reveals to the earnest student the great laws of life that make the highest realization possible now and here. He need not sacrifice his principles for some low, miscalled success, but attains to true success in a present actualization of his ideals. He can come to know that life itself is the actualization of his dream; that his most impossible dream was a prophetic vision and that the real may be transformed and made a basis for advancement. The deeper realization of thought necessary for vocal interpretation of a beautiful poem leads a student to the truth that life is art; that character is a product of thought and emotion; that life in art is the realization of the ideal and the idealization of the real.

Expression gives insight into the laws of nature; the laws of growth; the laws of development. It brings to consciousness a sense of power, a sense of life, a realization that everything is unfolding and that evolution is but the higher embodiment of mind, and the unimagined good of things « is yearning at the birth.»

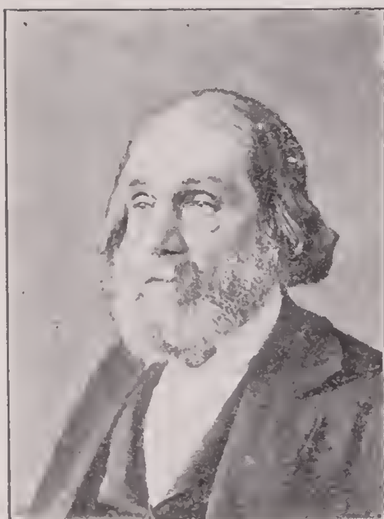
I know of some self-styled schools of expression that teach posing. They try, in the words of a great artist, John La Farge, « to make live people look like dead ones.» They hold that if you can pose yourself right, the right emotion will come to you, and thus poison the fountain of endeavor, of creative imagination. « Nature,» said Millet, the famous painter, «never poses,» and there is nothing so affected, so artificial, or that will so quickly degrade character, as trying to make such an exhibition.

The right study of expression leads us to feel that we have power in ourselves to transform external conditions; that we can conquer our harsh voices; free our own constricted bodies; that by right thinking and by using the life within us we can open the doors to receive more life. Expression teaches us the fundamentals of character; how to assimilate truth; makes us feel the laws upon which the universe is founded and the methods by which experience is transmuted into character; shows us how to grow, how to develop, how to live. The right study of expression is one of the most important means that has ever come to man to awaken his powers, quicken hope, give him the eye to see and the strength to take the straight and narrow path to success.

Does this seem too much? Perhaps it does to one who has not taught six thousand people, who has not seen a discouraged soul, bound like a bud tied with a string, with constricted agents and constrained faculties, with unawakened and unrealized ideals, burst into flower in simple efforts to give expression to the deepest thought and feeling of life.

SUCCESS AND ITS SECRET

EDWARD EVERETT HALE, THOMAS WENTWORTH HIGGINSON, ELIZABETH CADY STANTON, MRS. LELAND STANFORD, CHARLES M. SCHWAB, JOHN D. ROCKEFELLER, MARSHALL FIELD, RUSSELL CONWELL, DR. LYMAN ABBOTT, AND OTHERS


EDWARD EVERETT HALE

WHAT success is, is defined, and the secret of its achievement is revealed by nearly a score of men and women who, by virtue of their own careers, are entitled to speak.

EDWARD EVERETT HALE: Success is described and defined in many ways,— some good and some bad. I am afraid that a very cheap or vulgar habit of measuring success by the amount of money a man has scraped together is gaining ground. Do not people mean money when they ask: "Is he a successful man?"—"Is he a successful author?"—"Is he a successful minister?"—or, "Is he a successful inventor?" Now, really, an inventor is a successful inventor when the machine he invents does what it is made to do; an author is a successful author if his book does what he wrote it for, and a man is a successful man who does well what a man is made for.

With this success the business of accumulating money has nothing to do. It is a test, of more or less value, of his temperance, his honor, his industry. But a man's success is to be measured by the answer to the question whether he did well or ill the business he had undertaken.

Money — as money — is simply vulgar. This is the bright phrase of one of the most charming women of the world. If I were a successful farmer, I should not think of piling five hundred turnips in my drawing-room.

For just the same reasons, I should never talk of money if I were a successful merchant or inventor, or the wife of one.

This is to be observed, that success for a man or a woman is to be measured by three standards; for each man, and the same thing may be said of each woman, is a child of God. He has the use of two tools. One tool is named body, and the other tool is named mind.

A man, then, has to succeed first in using his body for all that it is worth, in keeping it in good order, in taking care that it does not rust,

and in improving it, from time to time, as he goes on. A boy or a man should keep his body in order, just as one would keep his bicycle in order. This means daily exercise in the open air, it means entire command of appetite, so that a man can say « I will » and « I will not.» He ought to be able to make his dinner from salt meat and hardtack; and, what is more, he ought to know how to cook the salt meat. He ought to be able to drink water, if there is no milk or coffee; and he ought to do this without grumbling. He ought to be able to walk fifteen miles every day, whatever the weather, and be none the worse for it at night. He must keep his body in order if he means to attain success.

Secondly, the tool called the mind is very closely connected with the tool called the body. But the details of the rules for managing it are different, and it does not do simply to have your body in good condition. People will tell you that it does, but these people are mistaken. Without going into detail any more than I have done in speaking of the body, illustrations will show where the detail belongs, and will be a good guide as one arranges his rules for the training of his mind. For instance, reading and writing are spoken of as if they were parts of mental training. A boy or a man wants to be able to read his own language well, so that he can read aloud to another, and be heard with pleasure and be understood. He wants to write his own language, so that, if he have to convince another person, he can use the right words in the right way. There is no use in writing if what you write is so dull that nobody wants to read it, or is so much mixed up in language, perhaps, or in thought, that nobody can understand it when he does read it. A man wants to communicate with other men, and with the women, in the world. He wants, therefore, to know how to think carefully and how to express in words what he thinks. And, going beyond mere reading and writing, a man should so train his mind that he can understand reasonably well what other people are thinking or talking about.

We need not expect too much from school education; but the training at school or somewhere else ought to go so far that a boy or a man can understand the language of his time. If he talks to an electrician, he should understand what the electrician means. If he talks to a forester or a farmer, he should understand either.

And, as I have intimated, behind the mere processes of speech or writing, he wants to think carefully. He wants to know if he is thinking as he should. He does not want to have other people fool him; and, for the same reason,— nay, even more so,— he does not want to deceive himself.

The secret of it all is not far off.

Here is God, who shines in the sun,—who gives the glory to the sky,—and who speaks in my heart to tell me what is right and what is wrong. If I make Him my companion, and tell Him everything, He is willing to take me as a companion, and to tell me everything.

That man or woman who controls body and mind, who succeeds with other people, and succeeds in the future, walks with God, talks with God, lives with Him, and enters into His joy.

Elizabeth Cady Stanton: There are three kinds of success. The man who devotes his life to the accumulation of wealth, enjoys the popular kind of success in which the world believes. There is no question about that kind of success. Then there is the one who devotes all his energies and powers to intellectual development and self-culture. This is not so popular, but I believe it to be of a higher order. In my opinion, the grandest of all successes to be attained in this life, is that which is the result of unwearied and ceaseless devotion to a principle which is intended for the general benefit and good of humanity. Of course, the world will not agree with me in this opinion, but when has it agreed with me in any opinion until I have compelled it to do so? That has been my success. I believe in a definite purpose for girls. The thing which most retards, and militates against woman's self-development is self-sacrifice. Put it down in capital letters, that self-development is a higher duty than self-sacrifice. Women have always believed that they were born to be sacrificed, and I have made it my duty and my life-work to teach them the contrary. If I have succeeded in that, I have attained sufficient success.

Whatever success I have achieved, I attribute to the self-assertiveness and determination of my character. When my own conscience satisfies me that a thing is right, I have the courage to stand for it and to fight for it. It requires a great deal of planning and thinking to be a politician, but the truth is easily and quickly told. Truth is marked on the guide-board to perfect success,—truth and persistence.

Thomas Wentworth Higginson: It is more than a hundred years since Dr. Johnson described an English merchant as "a new species of gentlemen," and it is three-quarters of a century since Halleck, in his poem "Alnwick

Castle," thus recorded the steps already taken by the English nobility in accepting the trammels of trade:—

"Lord Stafford mines for coal and salt,
The Duke of Norfolk deals in malt,
The Douglas in red herrings,
And noble name and cultured land,
Palace and park and vassal band,
Are powerless to the notes of hand
Of Rothschild or the Barings."

Yet even to this day, the antagonism toward Mr. Chamberlain in England is based partly upon his business training; and the prosperous merchant has in no sense, even now, a standing in English society such as he possesses in our own.

It has often been said by social observers that the acquisition of wealth must soon become less easy in America, when the mines are explored and railroads built. As a matter of fact, the accumulation of property was never so rapid as now, and yet no royal road to success has been discovered and its essential conditions remain the same as ever. Though the writer is not a business man in the usual sense, he is yet descended from several generations of such men, and has had some opportunities of observing them, and so ventures on a few words of counsel to those who are beginning a business career.

The first thing for a young man to remember who would succeed in business is the fact that such success hardly ever comes by accident. Among its varying ingredients, luck really lies lowest and pluck highest. People are always disposed to attribute both success and failure to luck, if they can. Just so a New England juryman, after assisting to give Rufus Choate five successful verdicts, pointed out that it was no merit of Choate's, but only that he had happened to get on the right side of every question. As a matter of fact, Choate's cases came out all right because Choate argued them; and nine successes out of ten in business come from the fact that they are in the right hands.

All the luck in the world will not save a man from failure if he has no gift for business. If you ask how he is to find out whether he has this gift or not, the only possible answer is that he must learn by stern experience, and, if he fails, must take the consequences.

Supposing, now, that a young man wishes to test himself, hoping to succeed. In the earlier stages, the method remains always the same; namely, to begin frugally, to shrink from no innocent occupation, and to make receipts always slightly overbalance the outgo. These are the essentials at the beginning, and one can never put them far out of sight. "Annual income, twenty pounds; annual expenditure, nineteen pounds

six,— result, happiness. Annual income, twenty pounds; annual expenditure, twenty pounds, naught and six,— result, misery. The blossom is blighted, the leaf is withered, the god of day goes down upon the dreary scene, and — and, in short, you are forever floored,— as I am!" This maxim from Dickens's immortal Mr. Micawber represents the early stages of business success. But, after the foundation is laid, the remaining structure must be on a somewhat different plan. If a young man is satisfied with fulfilling the prayer of Agur in the Scriptures, "Give me neither poverty nor riches," he may achieve it in this careful way. This appears to me, I confess, the more attractive course. But I am convinced — perhaps against my will — that a man who is aiming to make a great fortune must substitute the motto, "Nothing venture, nothing have." He must, for instance, borrow a certain amount of capital, if he does not inherit it; and must take the risk of failure. This seems the path to a large success; and, if a person can command confidence and can really deserve it, no complaint is to be made. Thus started in the path, his own business talent must do the rest; and the natural leader makes himself felt by organizing the labor of others. All great business enterprises are built into success mainly through the guidance of one leader. Courage, patience, foresight, honesty,— all these contribute to leadership. But the true leader is born, not made, and no one can tell, except by trying, whether or not he is that leader.

Mrs. Leland Stanford: My husband's leading idea in the founding of the Leland Stanford, Junior, University was to develop the students' powers for attaining personal success. I do not mean financial success. His ideal of success was far higher. He measured success by but one standard, and that was usefulness. Very much more successful men, in his eyes, than a Napoleon Bonaparte or a money king, were Isaac Newton and Christopher Columbus. The men who have added to the world's riches, rather than those who have stored up great individual wealth, he esteemed most highly.

From the beginning of his manhood, he had this ideal of success, and it was really the foundation of all that he accomplished. He devoted the whole force of his brain and character to bringing about results, not because of the money there might be in them, but because they were important results, worth working for. And when wealth did come, he never regarded it as wholly his. He felt that it had been acquired through agencies which were really the common property of all the people, and that it was a great trust, for the proper administration of which he was responsible.

Charles M. Schwab: In the first place, I have always stood on my own feet,— always relied upon myself. It is really a detriment to have

any one behind you. When you depend upon yourself, you know that it is only on your merit that you will succeed. Then you discover your latent powers, awake to your manhood, and are on your mettle to do your utmost. It is a very good motto to depend upon yourself. I am a great believer in self-reliant manliness, which is manhood in its noblest form. There was one thing that I discovered very early,—that it would be well to make myself indispensable, instead of continually looking at the clock. Employers appreciate, to the full, men who may be trusted to do their work as if they were working for themselves, and endeavoring to carve out fortunes.

Samuel Sloan: The essentials of success are: First, integrity; second, earnestness; third, application to detail. A young man, or woman, either, who possesses these is bound to win.

Darius O. Mills: Work develops all the good there is in a man; idleness, all the evil. Work sharpens all his faculties and makes him thrifty; idleness makes him lazy and a spendthrift. Work surrounds a man with those whose habits are industrious and honest; in such society a weak man develops strength, and a strong man is made stronger. Idleness, on the other hand, is apt to throw a man into the company of men whose only object in life usually is the pursuit of unwholesome and demoralizing diversions. None but the wealthy, and very few of them, can afford the indulgence of expensive habits; how much less then can a man with only a few dollars in his pocket? More young men are ruined by the expense of smoking than in any other way. The money thus laid out would make them independent, in many cases, or at least would give them a good start.

A most important thing for young men to learn is the lesson of humility—not in the sense of being servile or undignified, but in that of paying due respect to men who are their superiors in the way of experience, knowledge, and position. Such a lesson is akin to that of discipline. Members of the royal families of Europe are put in subordinate positions in the navies or armies of their respective countries, in order that they may receive the training necessary to qualify them to take command. If they would control others, they must first know how to obey.

In this country, it is customary for the sons of the presidents of great railroads, or other companies, to begin at the bottom of the ladder and work their way up, step by step, just the same as any other boy in the employ of the corporation. This course has become imperatively necessary in the United States, where each great business has become a profession in itself. Most of the big machine shops number among their employees scions of old families, who carry dinner pails, and work with

files and lathes, the same as any one else. Such shoulder-to-shoulder experience is invaluable to a man who is destined to command, because he not only masters the trade technically, but learns all about the men he works with, and qualifies himself to grapple with labor questions which may arise.

JOHN D. ROCKEFELLER: I believe I owe my business success to early training and the fact that I was willing to persevere. I do not think there is any other quality so essential to success of any kind as the quality of perseverance. It overcomes almost everything, even nature.

Every young man should take care of his money. I think it is a man's duty to make all the money he can, keep all he can, and give away all he can. I have followed this principle religiously all my life.

MARSHALL FIELD: In building up our dry-goods business, I have always made it a point that all goods should be exactly what they were represented to be. It is a rule of the house that an exact scrutiny of the quality of all goods purchased shall be maintained, and that nothing is to induce the house to place upon the market any line of goods at a shade of variation from their real value. Every article sold must be regarded as warranted, and every purchaser must be enabled to feel secure. I have always tried to make all my acts and commercial moves the result of definite consideration and sound judgment. There were never any great ventures or risks,—nothing exciting whatever. I simply practised honest, slow-growing business methods, and tried to back them with energy and good system.

CHARLES B. ROUSS: Keep good company or none. Never be idle. If your hands cannot be fully employed, attend to the cultivation of your mind. Always speak the truth. Make few promises. Live up to your engagements. Keep your own secrets, if you have any. When you speak to a person, look him in the face. Good company and good conversation are the very sinews of virtue. Good character is above all things else. Your character cannot be essentially injured, except by your own acts. If any one speaks evil of you, let your life be so that none will believe him. Drink no kind of intoxicating liquors. Ever live (misfortune excepted) within your income. When you retire, think over what you have been doing during the day. Never play at a game of chance. Avoid temptation, through fear that you may not withstand it. Earn money before you spend it. Never run into debt unless you see a way out of it again. Never borrow if you can possibly avoid it. Do not marry until you are able to support a wife. Never speak evil of any one. Be just before you are generous. Keep yourself innocent, if

you would be happy. Save when you are young, to spend when you are old. Read over the above maxims at least once a week.

Philip D. Armour: System and good measure bring mercantile success. Give a measure heaped full and running over, and success is certain. That is what it means to be the intelligent servants of a great public need. We believe in thoughtfully adopting every attainable improvement, mechanical or otherwise, in the methods and appliances for handling every pound of grain or flesh. Right liberality and right economy will do everything where a public need is being served.

Have my methods improved any with years?

All the time. There was a time when many parts of cattle were wasted, and the health of the city was injured by the refuse. Now, by adopting the best-known methods, nothing is wasted; and buttons, fertilizer, glue, and other things, are made cheaper and better for the world in general, out of material that was before a waste and a menace. I believe in finding out the truth about all things,—the very latest truth or discovery,—and applying it.

Samuel Jones, Mayor of Toledo, O.: The trouble with a great many young men is that they have a wrong conception of success. Large numbers imagine it lies in mere money-making. Yet the average millionaire is not a happy or even a contented man. He has been so engrossed from his youth in piling up dollars, that he has had no time for the cultivation of the higher qualities of his mind and heart, in the exercise of which the only true happiness is to be found. You may remember that Emerson said: "Happiness lies only in the triumph of principle."

Of course, a certain amount of money is a necessity, and more of it enables one to enjoy many things which would be an impossibility without it. I am not advising any young man not to do all he can in a legitimate way to make money; but, if he is successful, he must be careful to keep money his servant, and not let it become his master.

Many rich men are the slaves of their own wealth, and their sons, growing up without a purpose in life, never know what real living is. I knew what poverty was when I was a young man, and few have suffered from it more than I. Yet now I am thankful for it, because it made me work. To live, we must work, and one must work to live. It is not birth, nor money, nor a college education, that makes a man; it is work. It has brought me commercial success. I am a practical man, yet I can never express too earnestly my thankfulness that I learned from my good mother to set up usefulness as my standard of success,—usefulness to others as well as to myself.

Irving M. Scott: My motto is, Hold your grip! There are too many faint-hearted men. Why, for fourteen years prior to 1885, the Union Iron Works could hardly see daylight. We drew a nominal salary, and the rest of our earnings went to the building up of the plant. But we were farsighted enough to see that the time was bound to come when the navy would be strengthened; and, besides, the Pacific coast needed a first-class shipyard. So we held our grip. Then President Cleveland and Secretary Whitney agitated a larger navy, and, in course of time, we were successful bidders.

Why, my dear sir, some men will ride in a hack with but five cents to their name. Economy is necessary to success. A man can succeed as well to-day as ever. Any man can become rich and prove a success if he goes about it in the right way. Stick hard and fast to the thing that you have started, and conduct yourself and your business honestly. Never be discouraged. I point to the Union Iron Works as an example. Suppose we had become discouraged? Have absolute faith in whatever you undertake. Don't go to sleep, but be awake to opportunities that will foster your business or profession.

Always be ready for information. I will cite an instance in my own life that proved very valuable to our works. I was in San Francisco. A professor, W. P. Blake, of New Haven, sent to me, from Washington, an unbound report about making sugar from beets. It consisted of two sections; the first dealt with planting, growing, pulling, washing, and slicing the beet; the second section described the machinery for doing it. The report came in a noon mail. I took it home and that night studied and mastered the first section. The second night I mastered the second section, relating to the machinery. At ten o'clock the following day, a man came into my office and inquired if I knew anything about beet machinery. During the conversation, it came out that I knew more about beet machinery than he did. The gentleman went away and sent his superintendent, whom he had brought from Germany to start a beet factory in California. He found I was the best-informed man on beet machinery he had met in this country, and our works forthwith received an order for the machinery for the first beet-sugar factory in California.

Alfred Harmsworth: The man who wins recognition in this twentieth century will have to do some one thing extremely well. If I were giving just one word of advice to a young man, I should say — concentrate.

As for myself, I feel that whatever position I have attained is due to focusing my energies and time. When I went into journalism, I made up my mind that I would master the business of editing and publishing.

This is a vast specialty, but then I was very young and had a good deal of self-confidence. I was always on the lookout for information.

A man must specialize and concentrate, yet look alive and keep in touch with several phases of life. He should not allow his specialty to bury him and blind him to all else. It is often impossible to tell just where the waiting opportunity lies. There may be an element of chance in the matter. This is illustrated by an old Persian saying about a certain pavement that was supposed to have lumps of gold under it. The man who should lift none of the pavement, the saying went, would get none of the gold. He who should lift part of it might, or might not, find gold. But if he should lift all of it, he would obtain the treasure.

H. D. Davis, Lord Mayor of London: I have always said that perseverance counts for most in this world, but of course one must have something to persevere in, and energy to find that something. Good judgment is a strong factor in success, for great fortunes sometimes depend upon the smallest things. There is no open sesame to success. Each must find out exactly for what he is fitted, and then devote all his energies to make a success of that thing.

Emile Loubet, President of France: Many persons work in the wrong direction. Men try to be lawyers when they should be farmers, and farmers when they should be in some university reading law. It is unfortunate, indeed, when a man has mistaken his vocation. But, assuming that he has chosen wisely, the rule of work is all-powerful. I never knew any geniuses that could get along without it. Every one whom I have ever met, who has attained success in anything, tells the same story. The young man who sits still and expects to have things come to him, soon finds out his mistake. But when a young fellow has a laudable ambition and bends his energies in that direction, he is reasonably sure to win.

Collis P. Huntington: A farmer sows a field of wheat. Now what is the sense of worrying over the crop? It merely saps his energy. The wheat again requires his attention at the time of harvest. He must work out his own destiny. But if he observes the rules of honesty, integrity, and economy, and fears God, he has just as good a chance as any man that may be cited.

Russell H. Conwell: I have never prepared a lecture or a sermon in my life, and I have lectured for thirty-seven years. I seldom use even notes. When in the pulpit, I rivet my attention on preaching, and think of nothing else.

Application in the most severe form, and honesty, are the means by which true success is attained. No matter what you do, do it to your utmost. You and I may not do something as well as some one else, but no stone should be left unturned to do it to the best of our individual ability. I have had a varied life, and many experiences, and I attribute my success, if you are pleased so to call it, to always requiring myself to do my level best, if only in driving a tack in straight.

Stephen V. White: Wall Street is no place for the man who expects to amass a fortune in a hurry, although he is much in evidence here. He brings his money with him with the expectation of having it multiplied immediately; he has his ups and downs, and, after a while, departs, almost invariably without his money. He is greatly surprised and disappointed, of course, and often thinks he is an unfortunate exception to the general rule; whereas, his experience is in strict conformity with the rule,—a rule which, in the long run, is as inevitable in its working as a natural law. There is nothing in it to wonder at. The outsider in Wall Street is a man who is embarking in a business without knowing its first principles. He has plenty of advice, of course; but it is a rare thing to succeed on advice alone. To be successful in Wall Street, as elsewhere, you must know your business, and to learn any business worth knowing, takes time. It is a great mistake to be in a hurry to get rich; the only chance a young man has in Wall Street, he gets by stepping upon the lower rounds of the ladder and mounting slowly upon his increasing knowledge and experience. If he gets a conservative commission business firmly established, and has sufficient brains to make a careful and scientific study of the world-wide conditions that affect stock values, he is, perhaps, in a position for ambitious efforts in finance, but he must first have something solid upon which to stand.

Alexander Graham Bell: Perseverance is the chief element of success, but perseverance must have some practical end, or it does not avail the man possessing it. A person without a practical end in view becomes a crank or an idiot. Such persons fill our insane asylums. The same perseverance that they show in some idiotic idea, if exercised in the accomplishment of something practical, would no doubt bring success. Perseverance is first, but practicability is chief. The success of the Americans as a nation is due to their great practicability.

Thomas Jay Hudson, LL. D.: As the field must be tilled and planted before there can be a harvest, so the mind must be prepared for success. Shakespeare has inflicted an incalculable amount of injury upon the human race by the promulgation of the following:—

> "There is a tide in the affairs of men,
> Which, taken at the flood, leads on to fortune;
> Omitted, all the voyage of their life,
> Is bound in shallows and in miseries."

It is safe to say that this passage has produced more vagrants and tramps than has any other equal number of words in any language, to say nothing of the innumerable throng of discouraged and disheartened men and women who feel that some early misfortune has caused them to miss the flood-tide of their affairs, and that henceforth "the voyage of their life is bound in shallows and in miseries" from which there is no escape but in the grave.

What light does the new psychology throw upon the causes which operate to bring about so much of misery and heart-break, from a cause apparently so slight as a belief in a popular aphorism? Simply this: The soul of man is governed by the law of suggestion. His whole life is controlled for good or evil, by the dominant suggestions that find lodgment in his soul. And the most potent suggestions to the average mind consist largely of well-worn aphorisms; for one is apt to regard them as expressions of fixed laws of nature. Coleridge well expressed a partial truth, and builded better than he knew, when he said: "Exclusively of the abstract sciences, the largest and worthiest portion of our knowledge consists of aphorisms." This is eminently true — providing the aphorism embraces an undoubted truth. If not, it conveys a false suggestion, which, if followed, tinges one's whole life with false colors, if it does not lead to disaster.

If I were called upon to assist in preparing a young man's mind for success in life, I would begin by asking him to forget the Shakespearean aphorism; for it is as false in metaphor as it is in principle. The tides of the ocean ebb as well as flow; and they do both twice in twenty-four hours. The mariner who misses the flood-tide, does not abandon his voyage; nor does he deliberately sail into the "shallows," or indulge in "miserics." He simply watches for the next flood. The tide in the affairs of men also ebbs and flows many times during the average lifetime. It follows that, if there is any logical analogy between the two tides, the lesson to be derived is full of hope and not of despair. It teaches that if, through the mistakes of inexperience, the first flood-tide is missed, the next is equally available.

Having taught the young man to forget Shakespearean fallacy, I would first labor to impress upon his mind the true meaning of "Success" in this life. To that end, I should teach him that every child of God has a mission to perform; and that mission is amply discharged if he so lives that, when comes the inevitable hour, he can truly say: "The world is better for my having lived." This is success in the high-

est and best sense of the word. It may or may not be accompanied by an accumulation of wealth; for under this rule the millionaire may prove a dismal failure, while the humblest may achieve a brilliant success, even though it may consist only in "causing two blades of grass to grow where but one grew before." The most successful man that ever lived on earth was the poorest and the humblest. He "had not where to lay His head."

Another very important thing is the attitude of mind with which one meets misfortunes. The human mind never framed an aphorism containing a more important truth than this: "All seeming misfortunes are blessings in disguise." There is but one qualification necessary to render this aphorism of universal validity, namely: One must have performed his whole duty in the premises. That is to say, if he does all that he can, honestly and honorably, to avert a threatened calamity, he will find that, if he yields not to discouragement or despair when the catastrophe comes, it will invariably prove to have been a blessing. Seeming calamities are often the result of one's having mistaken his calling; and it frequently happens that the best part of one's lifetime is spent in a vain search for the work which the Lord gave him to do. But, if courage is not lost, and his career is characterized by industry and integrity, he is sure to find it at last. He can then look back upon his past life and see cause to thank God for every seeming misfortune, as fervently as for every season of prosperity; for he will then realize that each has constituted a step in the pathway leading to his true sphere of usefulness.

The same rule holds good when one is striving to attain a coveted object of ambition, or emolument. If he does all that he can, consistently with perfect integrity, to attain the object, he may well rejoice at his own failure; for he will certainly realize, in due time, that it constituted an important factor in the attainment of the highest success possible within his legitimate sphere of activity.

All this, as before intimated, is dependent upon the attitude of mind with which one meets misfortune. To use a homely phrase, "He must not lose his grip" if he would transmute failure into success, or snatch victory from the jaws of defeat. On the other hand, the man who "loses his grip" as a result of reverses, is the one who surrenders his manhood to the "tidal hypothesis" of Shakespeare. Necessarily, all the future of his life's voyage "is bound in shallows and in miseries."

Educated young men should grasp the fact that service alone brings results, material, social or industrial.

As to the first, nature only gives us the raw material. We must take from her the things that lie useless, and make them minister to life. The farmer does not labor only to feed himself, but to serve bread to

others; the miner does not dig up the coal and iron for himself, but to serve others; manufacturers put things together, not for themselves, but to serve others; the engineer discovers the great forces of nature and converts them to the service of others.

Service is the measure of all business success and organization. It is not a question of the size of the organization. If the service and the effect are to enlarge production, economize expense, cheapen products, or build up the community, it is a good organization, and is doing Christian service. If the organization seeks to take away from the pockets of others and to render no return, it is gambling, and one may gamble with pork, corn, and cotton as well as with dice.

In this country we talk much about independence, but there is no independence. We are all dependent, serving one another. Think how many people help to prepare our breakfast. Workers in Japan serve us tea, workers in South America serve us coffee, some near neighbor gathered the strawberries or milked the cow, some people in Chicago sent us meat, and in Colorado, others raised the cattle for market. Successful business men are those who are striving to render the best service to the people.

In the next place, service is the test of social or political organization. The question of government is not a matter of consent of the governed, nor of the rulership of the majority. The laws that govern nations must be divine laws, and the most the legislator can do is to discover and obey them or suffer the consequences. Manhood suffrage is right, but the manhood comes first, for manhood is a prerequisite of suffrage. The boss rules for what he can make out of the government. Spain ruled her colonies for what she could make out of them. She impoverished both herself and them.

In the last place, service is the test of all individual work, the test of the physician, the journalist, the teacher, the humorist who amuses us, and the pulpit to lead us.

Remember this: Endowment of power is equipment for service.

THE YOUNG MINISTER

By BISHOP JOHN F. HURST

A Christian minister's first qualification is manliness. He must be strong in qualities that help in laying hold of his fellows. He should, in his whole nature, bear the impress of personal acquaintance with, and likeness to, the Son of Man. He must know the mind of the Master and love his work. He must have an all-consuming love for the souls for whom Christ died, a love that works and waits, that devises and endeavors out of its ingenuity and persistence until it breaks down or overclimbs every barrier that human hearts may erect against the message of the Gospel. His personality should be broad and yet not lacking in edge and point, not narrow and weak, gently yet firmly assertive, and capable, on occasion, of self-respecting vigor for the purpose of an impact on dull or stubborn minds. Let him be a thinker, one who grasps truth in its fundamental elements, and who is able to think God's thoughts after Him, and depend not altogether on the thoughts of other men. This will make him a teacher, and a fit representative of the Great Teacher.

Happy the man, who, after the affectionate surrender of his own heart to Jesus Christ, hears the call to minister to others the same truth that has quickened and saved him. He has been summoned to a high and holy office. He has been invited to an honored place by the side and in the service of the most regal personage known to human history. To win back to God a world of men and women who have been wandering in bewilderment and darkness, is the purpose of Him « who came to seek and save that which was lost.» To every man whom He would commission for this sacred object He says, « Freely ye have received, freely give.» The call involves a mighty responsibility; often brings a crisis not less important than that in which the soul first saw and accepted Christ. The call to preach is a delicate, a sensitive, a vital thing. Accepted, it becomes a treasure which must be guarded by day and by night with more than Vestal constancy and vigilance. In whatsoever form it reached the heart and the mind, it becomes and remains a living fire to light, to inspire, to protect, to guide its possessor. It is the talisman of his travel amid perils, the impetus when toils are prolonged, the daily guerdon of the faithful under-shepherd seeking to fulfill the loving will of the Good Shepherd among his flock.

A call to preach is a call to prepare. The preacher's work is one requiring continuity of plan and progressive adaptation to ever-changing conditions in the community. The unfolding of the Gospel message in its manifold applications to human experience calls for a mental equipment that is thorough and adequate to sudden and varied demands. The young preacher must be grounded on the foundations of an education that embraces the sphere of all the common people, and that will give him an appreciation of ordinary business transactions. If it be a possibility (and in few cases will it be otherwise) let him take a full college course, and come into an intelligent and quickened attitude toward the currents of the world's thought, in all the chief departments of human learning and intellectual endeavor. His mind will thus take ready cognizance of all events passing in the world that specially interest the most highly cultured of his people. This vantage ground of world-wide outlook will need to be projected into the forefront of the chief lines of progress, by general reading and a few well selected specialties for study.

Having acquired in college the prime requisite for an educational outfit, our young (but now growing older) preacher will wisely consider whether he should not take a special course in an institution devoted to ministerial training. The question of two or three or four more years of theological study and furnishing for his life-work is one that brings to most young candidates for the ministry a mental conflict, and to some, most anxious and critical hours. Without assuming to make a universal rule, it is within the limits of a prudent prophecy to say that he who would give to his ministry the breadth and continuity that it merits, will decide to curb the nascent passion for the actual battle-field of life, until to his trained mind and nature there shall have been added the special implements of his holy warfare. In no day of the world's history has there been a greater need for the true knights of the Cross, who go to the smiting of error and to the rescue of the right, grasping with firm hand the hilt of their chief weapon, the sword of the Spirit, which is the Word of God. This grasp on the very marrow and meat of the scriptural writings can in no way be acquired so well and so quickly as in a thorough series of exegetical studies, under the guidance and with the personal assistance of the special Hebraists and Hellenists, found in charge of the Old and New Testament departments of our first grade theological schools.

The sermon, both in substance and form, exists for an aim outside of, and beyond, itself. It is a means to that end. Success will crown the preacher who so conceives his work, in its vastness of reach and in its true dignity, as to have his sermons a prolific and vigorous outgrowth of a mind faithfully intent on the needs of his field. His systematic and devout study of the Scriptures will supply to him a rich *thesaurus* of

spiritual truths that, under the stimulus of a sympathetic heart and trained brain, will fall into line in appropriate order and sequence. Let the frequent and deep draughts from God's wells of salvation, that refresh his thirst and replenish his own soul, make him eloquent to point others to the same unfailing source. Take large themes and so develop the magnitude and richness of the Bible promises and precepts that the hearer will take in the fullness of its contents, and find for himself the precise portion that he most needs. Be not too minute of set purpose. Let the broad beams of the sunlight of God's word break through the clouds of care and worldly concern that gather about the lives of most people in your congregation. Present the truths of the Bible in pictorial form in some part of every sermon. Let the young minister be sure of his own mental grasp on the truth, and then let it flash in imagery that will be photographed on the sensitive minds and hearts of his hearers.

Whether the graces of the orator and the rules of the rhetorician may or may not be of great advantage depends largely upon the individual. In manner of speech and address study to please, to convince, to persuade to action. But let him not fetter himself with a score of petty limitations. Sure of grace, and of a passion for souls in his own heart, let the fashion of his preaching be that which best fits his own personal endowments, yet let him be ever willing to learn a new and a better way to proclaim a familiar truth or to impress a hearer.

The minister must be a preacher. He ought to be a pastor, and he may be both. The natural aptitude for personal acquaintance, and for sympathetic and wisely cultivated familiarity with the lives of the individuals and families composing our churches, is a varying quantity in different ministers. But success in pastoral work is more the result of faithful and conscientious effort than of predisposing tendency. Many a man who has had the easiest passage into this branch of his work, because, forsooth, he was fond of calling, has really frittered away the greater part of his labor in vapid and flitting sociability, that could not be checked sufficiently for a pointed and helpful turn to an uplift of the heart, or a loving inquiry as to where and how the largest religious help could be given to his people. On the other hand, many a bashful and diffident man, whose hardest task has been to knock at the doors of his congregation, has by careful and persistent effort brought himself to the highest efficiency in the sublime art of personal visitation, and has contributed a thousand-fold, both to the richness of his public literature, through a studied and friendly acquaintance with his people, and to the receptivity of his flock, through the personal touch and tender solicitude of true pastoral care.

A twentieth-century preacher is one who knows he is living in an age of stirring events. He studies the different phases of the movements of

the times and brings out of his treasures things new and old for the needs of the people. He discerns between the surface sparkle and shallow effervescence of the changeling and the deep needs of those who crave the abiding realities of religion. He presents first-century truth needed by the heart, in language drawn from the twentieth-century vocabulary needed by the brain. He gives his glad and early attention to children, in a winsome and hearty teaching of the good news in which the kingdom of heaven is declared to be of such as they. He keeps out of the narrow rut of the professional reformer, but deals out such strong and large measures of Christian truth that his words arouse the citizen to his duty to his neighbor, to his community, to the state, and to the nation. While professing no special mission in sociology, he nevertheless contributes by the wholesomeness of his sermons to the health and growth of the body politic. He fears no man, but utters no truth simply to show his courage. He speaks to help, he labors to win, he loves God with all his heart, and his neighbor as himself.

A MINISTER'S EQUIPMENT

By DAVID JAMES BURRELL, D.D.
Pastor of the Marble Collegiate Reformed Church of New York City

A MINISTER'S life is dedicated to high duty, and no young man should enter upon it unless he accepts the great fundamental facts of religion as held by the universal church, and feels assured of a divine "call." A man who serves at the altar for a mere livelihood is an unhappy misfit.

A liberal education is an important factor in a minister's equipment. While a college education is not absolutely necessary, a man not college-bred is at an immense disadvantage. It never pays to take a short cut. Because the standard of intellect and knowledge is very high in the ministry, a young man who hopes to rise above the average must have both natural and cultivated powers. His work is difficult and exacting. Competition, in a proper sense, is severe and continuous. To prepare a hundred briefs a year in one cause for a single client, to be argued before a court at the ringing of a bell, with no postponement on account of indisposition or inadequate preparation, is the business that tries the soul of the best equipped man. *Hoc opus hic labor est.*

A life of labor is what a young minister must look forward to. If he follows it with fervor, he will probably achieve success, even though he is not brilliant. I never knew a genius in my profession, but I have known many successful ministers. The reason for poor sermons and pastoral failures, nine times out of ten, is indolence.

A minister without enthusiasm is like a sailing-vessel without a breeze; but, as there must be enthusiasm as the impelling power, there must be discretion as the rudder. One of the secrets of success lies in distinguishing between the more important and the less important matters. Do not scatter your energy like a prodigal. It is a very valuable commodity, and the store is by no means inexhaustible. Allow plenty of time for rest and recreation. Have your study in the church, and when you leave it, and are through with your pastoral work, try to forget all ministerial cares. Mount your bicycle and seek spots where bracing air and the calm beauty of nature will raise your physical and mental tone. Go to the golf-links, the tennis-court, or the croquet-ground, and follow your ball so actively that the « blues » will be left behind.

If this outdoor exercise is impracticable, read a good story. Some persons believe that the reading of novels is inconsistent with the solemnity of the ministerial mind, but, as a matter of fact, the average clergyman reads a good deal of fiction, as he ought to do. This does not mean the neglect of weighty works. A minister should, and most ministers do, keep abreast of the current literature of truth. A man's reading, so far as it is collateral with his work, should be of a sort that will strengthen his faith. It is a hopeless task to try and keep up with the output of the theoretical press. There are many books, moreover, which no man can afford to read, and many more that, though harmless and perhaps alluring, are not worth reading. I place in this class, three-fourths of my own books. They have had their day. Many of them have made a stir, but have been dead within a year. Forgetting them, we again turn our eyes to the beacon lights of religious literature, that have gleamed out clearly and strongly through the darkness and storms of ages. When the comets and fireflies of literature have flashed out, we can always find the white light of truth in Augustine's « Confessions,» Baxter's « The Saints' Everlasting Rest,» Thomas à Kempis's « Imitation of Christ,» Butler's « Analogy,» Bunyan's « The Pilgrim's Progress,» and a few more. A minister should also read the poets: John Milton, Shakespeare, Burns, Byron, and others. He should know the fundamentals of astronomy, geology, botany, and the sciences generally, and be more or less familiar with music and the fine arts. From history and the daily newspapers he may learn many important lessons.

A broad and general knowledge of both life and books will certainly add to the interest of his sermons. A pertinent quotation from one of

the great poets is appropriate and effective; even an anecdote from a newspaper may drive home a truth with telling force. Dullness in the pulpit is unpardonable. The poet Pope, on hearing an uninteresting sermon in a London church, wrote on the fly-leaf of his prayer-book:—

> "I whisper, great God,
> What sin of mine should merit such a rod,
> That all this stock of dullness now should be
> From this, Thy blunderbuss, discharged on me!"

Yet danger lurks in the desire to be interesting and to attract the people. The preacher should remember that he is not in the show business. He is commissioned to teach universal duty to men and women on their way to eternity. This is a lofty message, and the most effective and dignified method of carrying it to the hearts of his hearers is a presentation worthy of it. Our Lord indicated the path of homiletic success when he said: "I, if I be lifted up, will draw all men unto me."

It is obvious that reading from manuscript causes a marked diminution of the preacher's force. The paper intercepts the "flow of soul" between him and his hearers. All young ministers should preach without notes, and all can learn to do so. Any man able to write and read sermons can preach them without reading. Thorough preparation and practice are what he needs. He should carefully construct the skeleton of his sermon, then give it flesh and blood, then preach it to himself in his study until he has both the substance and form of it thoroughly in hand, then he should throw away his manuscript, for his people will feel his power to the full only when he preaches to them eye to eye.

But effective preaching is, after all, only a part of ministerial success. The word "minister" has a much broader meaning than the word "preacher." It signifies one who goes among the people, inspiring and helping them in the commonplace routine of every-day duty, as well as in the grave crises of their lives. By acts as well as by words, the minister must deliver his divine message. His own reputation must, of course, be above reproach. He cannot live down a scandal. A man in the ministry who does not pay his debts, or gives rein to hot temper, or yields, though only once, to intemperance, destroys wholly or in part his usefulness as a minister.

A young minister in his first parish is likely to devote too much of his time to the "best families." He should, of course, accept the social attentions pressed upon him, but he must also be very careful not to neglect the humbler members of his flock. Let him know his people, and work among them as a man among men.

THE OPPORTUNITIES OF THE CHRISTIAN MINISTRY

By NEWELL DWIGHT HILLIS, D.D.
Pastor of Plymouth Church, Brooklyn, New York

Young men who are thinking about entering the ministry should remember that a preacher's life is not an easy one. No profession makes demands so numerous and so severe upon nerve and brain, mind and heart.

In former times, when books were scarce, religious newspapers unknown, and knowledge was not universal, preaching was not a difficult task, and it was easily possible for a clergyman to preach a sermon three hours long in the morning and repeat it at night without the congregation recognizing it. Now, all the hearers have books and libraries, and the pew of to-day is wiser than the pulpit of yesterday. The time has come when the preacher must be a universal scholar. He must make himself an expert in social reform; master the facts as to illiteracy, vice, and crime; and study the tenement-house question, and all social movements in connection with settlements and methods of Christian work. He must carry his studies into physiology and hygiene, to note how low and abnormal physical conditions affect the conscience and the spiritual state.

Giving up the theological reading with which the clergymen of a former generation have made the people acquainted, he must study history, politics, the rise of law, and free institutions, the movements of art, and the history of philosophy; and, above all else, no facts in connection with science must be permitted to escape his notice. For his illustrations, he must draw from the science of stars and stones and animals and plants. To keep step with his work, he must read each month some review that deals with the general plans, a review of finance, or one upon reform, labor, education, or his own special problems, not forgetting the foreign quarterlies and magazines. In addition to all this, there will be at least one hundred volumes each year that he must go through thoroughly, if possible, or hurriedly, if crowded. There are also public duties and demands. To-day he enters a home in which a woman, with little children clinging to her dress and crying bitterly, stands beside a young father, now dying. He returns home to find some youth, the child of poverty and orphanage, but of genius also, who needs help and assistance. When evening falls, there comes the intellectual

stress and task, with a thousand duties for which preparation must be made.

Immeasurable are the demands upon nerve and brain. Now and then one arises who is called to the ministry by his distant ancestors, one whose father loved moral themes and had a vision and an outlook upon the realm invisible, and whose mother had enthusiasm, imagination, and moral sentiment,—gateways, these, through which God's angels come trooping,—and father and mother, through heredity, call the child to the ministry. For such a one, teaching is automatic and preaching is instinctive, and the work itself is medicinal and recuperative. But even upon these men, like Robertson and Channing and Bushnell, the mere strain of delivery is such as to send them home from the pulpit in a state of nervous collapse, from which they do not recover until Tuesday or Wednesday. With many the recoil dismounts the cannon. In these days no man would be equal to the difficulties of the ministry were it not that the happiest of the professions brings its own rewards and carries medicine to cure its exhaustion.

No other occupation or profession offers such liberty and personal freedom. A politician is a thread caught in the texture of his party and has little freedom. A merchant must buy and sell what the people want, and must serve them. A lawyer must move in the groove digged by the mistake or the sin of his client, while a clergyman is freely permitted to teach the great, eternal principles of God, and he steers by the stars. Great is the power of the press; but a press writer has no personal contact with a reader; he must often report things evil as well as good. Great is the power of the law; but law is litigious, and the jurist must struggle, perhaps for weeks or months, to settle some quarrel or correct some injustice, dealing, oftentimes, as Webster said, with negatives. Great is the power of a physician; but unfortunately, in influencing his patient, his personality must first of all work upon an abnormal condition, and when the patient is restored to health and ready to receive the physician's personality, his task is done. But this advantage adheres to the ministry. It emphasizes the great positive moralities, it handles the most powerful stimulants the world has ever known,—eternal truths. It plies men with divine inspirations. It deals with the greatest themes that life holds,—God, Christ, conscience, reason, sin, salvation, culture, character, duty, and immortal destiny. When all other arts have been secured, it teaches the art of right living. When all other sciences have been mastered, it teaches the science of conduct in the home, in the market, and in the forum. It puts its stamp, not into wood that will rot, not into iron that will rust, not into colors that will fade, but into the minds and hearts that are immortal. Multiply the honors and emoluments of the other occupations one hundredfold, and

they need them all to compensate for the happiness and opportunity of the Christian ministry, which is seeking to make the church a college for the ignorant, a hospital for hurt hearts, an armory from which man may receive weapons, and which opens up springs in life's desert and plants a palm in life's burning sands.

Well did John Ruskin say that the issues of life and death for modern society are in the pulpit: "Precious indeed those thirty minutes by which the teacher tries to get at the separate hearts of a thousand men to convince them of all their weaknesses, to shame them for all their sin, to warn them of all their dangers, to try, by this way and that, to stir the hard fastenings of the doors where the Master Himself has stood and knocked yet none opened, and to call at the openings of those dark streets where Wisdom herself hath stretched forth her hands and no man regarded. Thirty minutes to raise the dead in." And he who hath known the joy of encouraging some noble youth who is discouraged; the rapture that comes when at last one who hath become long snared and held in the cruel trap hath been freed; the joy of feeling that blind eyes have come to see things unseen and deaf ears to hear notes that once were unheard; or hath swung wide some dungeon door to lead forth some prisoner of conscience, will know that there is no profession that conceals such hidden springs, that receives such hidden messages, and is fed with such buoyancy and happiness, as the ministry — the Christian teacher, who brings divine truth to men for God's sake and for man's sake!

THE CONDITIONS OF SUCCESS IN THE PULPIT

By REV. FRANK W. GUNSAULUS, D.D.

Let no man presume to be a minister of Christ unto men; let him not expect to get upon his own feet, least of all, to get other men to rise and stand upon their feet, by his vaguely passing over the fact that wrong is in the world, and that men are down and life is groveling for that very reason, and that men must be delivered from wrong unto righteousness. The pulpit which fails here, may succeed in being an arsenal of brilliant rhetoric and a fortress of valuable learning, but as a pulpit it is a pitiful sham and a wicked deceit. It will leave man prone on his face, without the vision Saul had of the real Christ. The Christ whom Saul saw, the Jesus who spoke to Saul, had been no connoisseur of morals or ingenious exponent of a new cult which gathered about Him a unanimous coterie of *dilettanti*. No! His face was more marred

than any of the sons of man. He met sin fatally at Calvary, as before He had met sin and wrestled with evil in Peter and Judas and Mary Magdalene. He was Lord only because He had triumphed over sin and death. It is a fearful thing to fail to tell men of Christ in an age both as misanthropic and as aspiring as our own. Dr. Roswell Hitchcock mentions a Bedouin in the desert, whose piteous condition was that he had been without food so long that he was starving. His hope was that some other traveler who had already gone that way, might have left, by chance or provision, a packet of food. Away beyond, near a fountain, he spied what he took to be a traveler's bag, and to his hunger it must contain bread. Slowly and hardly he pulled himself over the hot sand to the little pouch. He took it up and poured out before his vacant eyes a stream of glorious gems. As they wooed the sun by their splendor, his famished body fell over, while he murmured: "Oh, it is only diamonds, only diamonds!" Merciful heaven, that this should be an honest description of so much that is called preaching! "Diamonds, only diamonds!" It is a piteous thing for the preacher and the people. Both are disappointed sadly. Diamonds! And he, the preacher, works so long to find them, and so hard to grind them well, and so unceasingly, perhaps, to set them in a golden paragraph,—and they, the people, want only the bread of life. One mouthful of plain bread, and you may have the polished dogmas, the glittering periods, the flame-like phrases, and the splendid sentences. All glowing exordiums, all flashing epigrams, all brilliant perorations, for one taste of the bread of life! When Christ Jesus said to Saul: "I have appeared unto thee to make thee a minister," He gave Paul his theme, his method of appeal to men, his certainty of success. Jesus, Himself, is the capital on which alone the pulpit is in business.

Men have the right to expect their ministers to be experts in manhood — erect, Christlike manhood, fearless, hopeful, free. They have no right to expect their ministers to compete with their fellow-men in anything except in manifesting this Christ in His actual Lordship over them, "in our mortal flesh." Other men have better right to speak with plain authority on a multitude of other interesting subjects, than has the minister! No man ought to be able to overmatch his mental and moral right to speak on the truth, the way, and the life of manhood. Few of us are worthy to stand here! None save by God's grace. But we fail only when we vacate our particular throne of power. No ton of diamonds is worth an ounce of bread to a hungry man. We ought to feed men with bread. We have no responsibility as to creating the food. God does that. Christ is given to us, and we have no need to strive to induce hunger. Believe it, men are hungry and are hunting for bread. While I am searching for a triviality bright enough to attract a crowd, my

brothers who have the right to expect me to give them to eat are begging for plain bread. No man to whom Jesus has appeared as Lord, who also has been lifted to his feet by the hopefulness of Christ, ever was solicitous for a subject to preach on or a text for a discourse. The true minister does not compete with lecturer, essayist, poet, or statesman; does not abandon his prerogative, to be beaten in a contest, perhaps, by a magazine article purchasable for a quarter, but sufficient to emphasize the extemporaneousness of the parson's suddenly-acquired information, which could not be disguised. The minister of Christ has an unfailing theme. His topic depends not on war or peace, parties or revolutions, for interest,—it is the Lamb of God, slain from the foundation of the world. His sermon is not a bit of pious oratory or unctuous literature, neither is it an impersonal or sentimental relating of the precious story of Jesus. It is an argument in favor of bread addressed to hunger. It is an address by a man in favor of hope and it has the impulse of his hope grounded in Jesus. With these powers, any ministry will be a success. Without these powers any ministry will be a failure.

THE CATHOLIC PRIESTHOOD AND ITS REQUIREMENTS

By REV. F. SOLLEY
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Holy Order is a Sacrament of the New Law instituted by Jesus Christ, through which spiritual power is conferred. In ordination, the priest receives the power to offer the Sacrifice of the Mass, to administer the Sacraments, and to perform other spiritual functions. While offering the Sacrifice of the Mass and administering the Sacraments is the special office of the priest, yet preaching the Word of God, advising and alleviating the suffering of man, and performing other works of charity and mercy, form for him very important duties. In the candidate for orders, therefore, there should be a special fitness and an adaptation to the work of the ministry. Not every one is called as Aaron was.

A young man who is intended for the priesthood must have a vocation for that higher and holier life. If he be of a good and worthy family, he must also prove himself sincere, upright, and virtuous. A pure and conscientious life as a boy must precede the truly noble career that

is to follow in the priesthood. Hence, from childhood, there must be a love of prayer, a desire to serve God, and marks of piety in the character of the child. Parents from very early life select and safeguard the child intended by them for the sacred calling of the priesthood.

As a higher education is necessary, a young boy is prepared for college as early as his fourteenth year. During six or eight years his time and energy are given to master those studies which will enable him to enter the seminary and continue his immediate preparation for the priesthood. His studies will embrace mathematics, literature, ancient and modern classics, and the art of speaking. In college, his religious character is formed and developed and the marks of his vocation to a religious life are nurtured. His college course is, as it were, probationary to his seminary life, and is, immediately, the preparation for it. Studious habits are formed, regularity in all duties is practised, and the young collegian is given every opportunity to understand and realize the great responsibility of his future life.

At the completion of his college course the student enters the seminary, where he pursues those studies that are to fit him for a priestly career. Two years are devoted to the study of moral philosophy, and four years to theological and ecclesiastical subjects. As a priest he will be the director of men; he must, therefore, have a knowledge of the revealed truths. The study of the Scripture and its true interpretation forms a very important study for him. In order to bring men to the service of God he must be a man of God himself, and, therefore, a man of true and solid piety. A student who desires to attain to the high level of the holy office of the priesthood must have a full knowledge of all learning that has a bearing on religious truth. The work in the seminary must effect this, and the time of the student must be devoted entirely to this end. With solid learning and true piety, the young Levite is fully equipped to enter the sanctuary. Prompted by his piety, and guided by his learning, he will become the successful priest.

Success, however, is the result of persevering work,—the reward of faithful labor. Devotion, therefore, to his holy calling must inspire his every action; he must manifest good judgment in his zeal for the welfare of souls. He must continue the good servant of God Himself, and, as a consequence, his works will bring forth great and good fruit.

THE SCHOOL-TEACHER THE SEED-CORN OF CIVILIZATION

By CHARLES D. McIVER, Lit. D.
President of the North Carolina State Normal and Industrial College

BEYOND supplying the actual necessities for maintaining life, education is the great business of humanity. Broadly considered, it is a generation's effort to preserve and transmit to posterity the best that it can see and know and be and do. Sometimes we think it a pity that a good man who has learned to be of service to his fellows should be called out of this world. So, sometimes, we may think in regard to the passing of an enterprising and useful generation; but, after all, the generations of men are but relays in civilization's march from savagery to the millennium. Each generation owes it to the past and to the future that no previous worthy attainment or achievement, whether of thought, or deed, or vision, shall be lost. It is also under the highest obligation to make at least as much progress on the march as has been made by any generation that has gone before. Education is simply civilization's effort to propagate and perpetuate its life and its progress.

In common with all other animals, man's first spur to activity is hunger, his desire to gratify physical taste and to live. It is wholly selfish. A higher, though still a very selfish, motive, makes him desire superiority over others in physical contests and in the comforts of existence. But selfish ambition, by which sin, the poet tells us, the angels fell, is the beginning of progress, and is the embryo from which results a standard of excellence. Education next develops the sense of justice and right, and conscience places a larger limitation upon selfishness, whether in games or in the more serious business of living. The next step in the evolution is the substitution of love as a leading motive of human activity and the adoption of the Golden Rule as the supreme law of life. Thus, through hunger, ambition, conscience, and love, the ideal is reached. Collectively and individually, this is poor human nature's path of progress from animal selfishness to spiritual altruism. Education is civilization's hardest task. It is up hill all the way, and demands the most strenuous efforts of the best representatives of the race.

Mothers, nurses, and teachers lay the foundations of our social structure. They determine its character, its ideals, and fix habits of thought and action. Where the mother and nurse fail the teacher must, so far as it is possible to do so, make good the deficiencies. In this view of the case, it is impossible to overstate the necessity of raising in the public mind the standard of qualification of those who are to teach children. The public school teacher, if properly qualified, is our most important public official. Those who teach the young are civilization's most powerful agents, and society everywhere ought to set apart and consecrate to its greatest work its bravest, its best, its strongest men and women. The teacher is the seed-corn of civilization, and none but the best is good enough to be used.

But if the standard of teaching is to be higher than at present, the standard of compensation must be higher. Teachers are no better because the people do not desire better teachers. On the streets of some of our cities, untrained and unskilled laborers, some of them illiterate, are paid more than many public school teachers. From the standpoint of net pecuniary compensation, cotton-pickers and tobacco-stemmers, in some sections, have been paid better, and skilled artisans almost everywhere receive higher compensation than the trainers of the young. The pay of the former class is not too great, but the person who builds citizens and shapes the character and thought of the young is worth more to society than the man who builds houses and molds iron.

It is a significant fact that the best of the colored race finds its work in teaching. A negro of unusual powers does not find many openings, North or South, where he can make a great success as a lawyer or a physician, but he has no more than the ordinary obstacles if he wishes to become a teacher of colored people. In this respect, it is fortunate for the race that social conditions do not encourage all ambitious and promising representatives to go into law or medicine, and that the natural outlet of their ambition and intelligence is in the teacher's profession.

It is almost past comprehension that the world should not demand the strongest talent for the stupendous work of educating the young. It can have that order of talent as soon as it decides to do so. Some day it will dawn upon a generation of men and women that they owe to their successors, the training, the inspiration, and the power which result from contact with master minds and master spirits during the period of childhood and youth.

"Truth is taught more by contact than by logic," said a great philosopher. A gentleman who is a careful student of men and movements, and whose generous soul is united with a broad mental grasp of causes and effects, said recently that Booker T. Washington is the spiritual child of General Armstrong, just as the latter was the spiritual

child of Mark Hopkins, under whose inspiring influence at Williams College, Armstrong spent two years of his life prior to entering the Union army in 1862. Armstrong was often in the Hopkins home, and imbibed largely the spirit of that noble philosopher and great Christian teacher, whose name he always venerated. Garfield declared that Mark Hopkins on one end of a log and a pupil on the other constituted a university; when we look at the far-reaching work of Armstrong at Hampton and of Washington at Tuskegee, are we not prepared to admit even more than Garfield's enthusiastic eulogy?

In greater or lesser degree, the reward which has come to the name of Mark Hopkins, and the enrichment of soul which comes to those who help others, is everywhere and at all times, the compensation of the teacher.

Money cannot measure either the service or the reward of a great teacher, but there is a serious financial side to this question, of tremendous moment to the children of to-day, who twenty years from now will be doing the world's work. The majority of the strong teachers we know probably did not become teachers designedly, but by the accident of necessity or environment. The rewards and opportunities of the physician, the lawyer, the clergyman, even, and the rewards of commercial life, appear to be so large and so immediate that young men of ambition and power are slow to enter a profession that has no financial appreciation from the generation in which it labors, and whose dividends of gratitude and homage cannot be declared until the teacher is dead.

Lawyers, physicians, preachers, and business men have the advantage of dealing with the present generation, whereas, the teacher is asked to deal with children almost exclusively, and, in addition to this loss of adult companionship, he is expected to perform his service with much smaller financial compensation.

It is claimed that the teacher is born, not made, and that money cannot secure his service. In a measure this is true, and if the financial compensation were such as to invite the selfishly ambitious, we might have many unworthy attempts at teaching. In reply, it may be said that we now have many unworthy attempts of those who teach because there is nothing else they can do, and many who might be attracted by more liberal compensation would, by the nature of the work and by reason of their general ambition to excel, develop the true spirit of the teacher.

If none but the most skilful are good enough to train our horses and build our bridges, certainly none but the strongest and most skilful should be intrusted with the duty of propagating the best there is in our civilization. The public ought to right about face and discard its traditional habit of using weak members of society to propagate its intellectual and spiritual life. The custom of tempting the capable and

ambitious to turn away from the profession of teaching, ought to give place to a policy of financial and other rewards that will tempt the most ambitious and strongest people in every community to enter the field of greatest and most potential service to the world. This is not a question for children to decide. It calls for the intelligent and far-seeing vision of true statesmen and philanthropists.

Whom shall we call to teach? The question must be answered by the public. The question has been answered, whenever considered at all, by placing the badge of poverty on the teaching profession; and while here and there an inspired soul has by faith removed mountains of difficulty, yet by our system of starvation wages the service of great teachers is secured only where the genius of altruism is an inheritance.

George Peabody, when making his first gift to the town of Danvers, now Peabody, Massachusetts, inclosed with his gift this sentiment: "Education — a debt due from present to future generations."

Do we owe it? Will we pay it? And how? By employing the feeble members of society and accepting the voluntary service of an occasional giant who in the spirit of "Woe is me if I preach not the gospel," does his heroic work? Or shall we select with our best judgment the choice spirits among us, offer them proper compensation and opportunity, and consecrate them to the public service?

Let this generation make proper provision for the generations to follow it, and its children will rise up in the future and call it blessed. Conditions and opportunities that now appear to us in vision but dimly, they will meet face to face. Preparation for their duties and opportunities is a natural debt we owe them, and the giants, not the weaklings, of the race ought to be charged with the responsibility of accomplishing the tremendous task.

"I have lived like a beggar that I might teach beggars to live like men" exclaimed Pestalozzi, at the close of his great teacher life. "He became poor that we through His poverty might be made rich," is the testimony concerning the Great Master Teacher, who spake as never man spake, but who had not where to lay His head. It may be the fate of the teacher to be always associated with poverty, but it is not creditable to the generation in which he lives that it should be so.

THE COMPENSATION OF TEACHERS

By HENRY MITCHELL MacCRACKEN
Chancellor of the University of the City of New York

On the Washington Irving tablet in the Hall of Fame, there has been inscribed the sentence which he wrote in connection with his visit to Westminster Abbey. It is Irving's view of the work of an author. By the change of a few words, it answers the question why people ought to cherish their teachers. I will quote the sentiment, substituting for a few words which I have placed in brackets, other words in order to adapt it to the profession of teaching. "The intercourse between a teacher [author] and his pupil [fellow-man] is ever new, active, and immediate. Well may the latter [the world] cherish his influence [renown] which has been purchased by diligent dispensation of knowledge [pleasure]." Because we have felt and are still feeling the influence which this or that teacher gained by diligent dispensation of knowledge, we interest ourselves in the inquiry whether teachers are compensated for their work, and in what manner. We acknowledge our debt to our old instructors by interesting ourselves in the glorious company of living teachers. Of this company it may further be said that not a few of them belong also among the noble martyrs.

As to compensation in money. I have never known a teacher, nor heard of one, who amassed a fortune by mere teaching. I have known several excellent teachers who made small fortunes by adding to their work of instruction the labor of managing a proprietary school. They made their profits in part out of teaching which they furnished through many subordinates, and in part through the charges for board and lodging. The rule for the retired teacher who was nothing other than a teacher — I was about to say nothing less than a teacher — has been respectable poverty, or, at best, poorly endowed respectability.

One of the best-equipped and most charming woman teachers I have ever known, taught many years successfully in schools of high grade in one of the New England States. At about fifty years of age she had laid by a few thousand dollars. She was badly advised to invest it in Western mortgages, and so lost the entire amount. She resumed teaching, and, for perhaps twenty years, taught select classes of students

whom she gathered in the city where she resided, among whom were many cultivated women. She thus maintained herself comfortably, but when infirmity came on she had saved nothing. She retired to an endowed home and lives there to-day, an honored citizen, "an elect lady," revered by her former pupils, rich in good works, but with no more of this world's goods than will suffice to bury her.

In contrast with this successful teacher, may be named an accomplished gentleman whom I knew well, who not only taught a school through many years but owned the entire school property. His school, through a generation, had great popularity and success as a boarding school for young women. After middle life he began to surprise his neighbors by large gifts to education and religion, which continued through many years down to the close of his life. When his executor took charge of his papers, he found a diary in which was written a vow which this teacher had made, binding himself never to allow his fortune to exceed a fixed sum, which was something less than a hundred thousand dollars, and further binding himself to give away all the excess. His accounts showed that he had fulfilled this vow. He became, during his life, the chief benefactor of an important college and of a prominent school of theology. He, perhaps, denied himself and his wife many things that they should have enjoyed. His desire for saving and giving became a passion with him in perhaps too great a measure. Nevertheless, he was to me a representative of that noble army of giving teachers, of whom I have known many. They, like the widow of the Scripture, "of their want did cast in all that they had" even all their living. Among gifts of money to education, the greatest in proportion to the ability that I have ever seen, have been given by teachers who themselves lived upon narrow salaries.

Between these extremes of the few teachers who in old age depend upon charity, and the still fewer teachers who by business shrewdness outside of their profession amassed large fortunes, are the ninety-nine one-hundredths of the teaching profession. They resemble in their worldly circumstances the average industrious artisan or country preacher. They manage to live. They bring up their children to industry. They leave enough to secure for themselves respectable burial. They achieve very little that can be counted in mere dollars beyond this mediocre success.

One form of compensation, however, which they secure and which they very highly value, is superior opportunity to care for the education of their children. They are able to give time and thought to this object, and to supplement by home effort whatever instruction their children may receive from school. The home of the true teacher is pervaded by the atmosphere and the objects of the best schools. This explains why

from out of the families of teachers and pastors, have gone a multitude of well-equipped intellects who have become distinguished as authors, inventors, statesmen, jurists, reformers, preachers,—in a word, leaders in society, in business, and in the state.

Next to the recompense that comes to teachers in what they attain in the lives of their children, is that which they achieve in the success of their pupils. A few weeks since, I was shown by a successful citizen of New York who had been nominated by the newspapers for an important office, a letter of congratulation from his former teacher. This teacher, after nearly half a century of labor, had retired, and was enjoying a quiet old age. His letter told his former student that he had for many years kept a private account book containing the names of all his pupils, those from whom he expected eminent success marked by him with a star; those from whom he expected fair success by a parallel mark or sign of equality; those from whom he expected nothing or next to nothing, a minus sign. In his retirement, he was deriving perennial occupation and enjoyment in observing the careers of his former pupils. He was rejoicing for his "star" pupils, who fulfilled all his predictions. He found perhaps equal satisfaction in those "parallel" pupils, who more than equaled his expectations.

Above and beyond the relation of the teacher to his pupils as individuals, is his relation to the cause which he serves and which he is hoping that his pupils will manfully serve. One teacher will name the elevation of mankind; another perhaps the cause of our country; a third, possibly, the kingdom of God. Dean Stanley, in his life of Thomas Arnold, the great school-teacher of Rugby, says that he constantly figured to himself the perfect comsummation of earthly things, "the triumph of what he used emphatically to call the Kingdom of God. There were few more fervent aspirations for his children," continues Dean Stanley, "than that with which he closes a letter in 1833: 'May God grant to my sons, if they live to manhood, an unshaken love of truth, and a firm resolution to follow it for themselves, with an intense abhorrence of all party ties, save that one tie, which binds them to the party of Christ against wickedness.'

"But no temporary interest or excitement was allowed to infringe on the loftiness or the unity of his ultimate ends, to which every particular plan that he took up, and every line of thought which he followed, were completely subordinate. However open to objection may have been many of his practical suggestions, it must be remembered that they were never the result of accidental fancies, but of fixed and ruling ideas. However fertile he might be in supplying details when called for, it was never on them, but on principles, that he rested his claim to be heard. Vehement as he was in assailing evil, his whole mind was

essentially not destructive but constructive; his love of reform was in exact proportion to his love of the institutions which he wished to reform; his hatred of shadows was in exact proportion to his love of realities. 'We walk by faith and not by sight,' was a truth on which in its widest sense he endeavored to dwell alike in his private and public relations,— alike in practice and in specülation."

Arnold sometimes found it very difficult to keep in sight his lofty ideal, when his every-day life was so full of matter-of-fact handling of boys. One of his letters illustrates vividly how it was by his sheer resolve that he forgot or ignored the little trials in view of his lofty ideal of life. "Here at Rugby, in the nakedness of boy nature, one is quite able to understand how there could not be found so many as even ten righteous in a whole city. And how to meet this evil I really do not know; but to find it thus rife after I have been so many years fighting against it, is so sickening, that it is very hard not to throw up the cards in despair and upset the table. But then, the stars of nobleness which I see amid the darkness, in the case of the few good, are so cheering that one is inclined to stick to the ship again, and have another good try at getting her about."

The truest philosophy of life is that which finds the most thoroughly enjoyable, and also the most successful, career in an occupation that brings into harmonious play all the powers of the individual to the accomplishment of beneficent results. Such a career of life satisfies body and soul, conscience and intellect. Those who enter the teaching profession without a call therefor, will get small compensation for all their time and labor, however perseveringly they may strive. Unless willing to spend and be spent for their pupils, they must find their toil most uncongenial. Further, however devoted in intention, if they lack utterly the teaching faculty, it were better for them that they should take a farm and raise cabbages, or a shop down town and sell some article of use or luxury, than to pretend to be teachers. On the other hand, those — and they are a larger proportion of mankind than is imagined — who have a real call to give to others not only the treasures of knowledge and wisdom of the past and the present, but also right motives and lofty aims, possess, and have a right to possess, a happiness in their work, which, in its most favored hours, grows to be even thrilling, and even in the more ordinary periods of existence is full of satisfaction and quiet contentment.

Great teachers are soldiers, priests, and kings. They march like Thomas Arnold, or John Witherspoon, two great college presidents, in the foremost reform or even revolutionary movements of their day. They sacrifice themselves like Bernard of Clairvaux, or Pascal of Port Royal, to lead their pupils into broadest truth. They rule the world

like the schoolmaster Alcuin, or the professor Martin Luther, because from their schoolroom desk they control the thoughts of their generation. Charlemagne or Charles V. reigned, but their empire vanished. The two schoolmasters I have named are still ruling, to-day.

HOW A GOOD TEACHER MANAGES BOYS

By J. HERBERT WELCH

THERE are few more experienced or progressive educators in this country than Edward H. Boyer, who has had personal acquaintance with the public schools of New York City for nearly half a century, and is principal of one of the finest of them. Mr. Boyer is known as one of the best principals in New York. Parents make special efforts to get their children into his school. Why this is so — why Mr. Boyer has been preëminently successful in his sphere — becomes plain to any one who spends a little time in his office during the busy hours of school work. On the morning of the first day of the present school year (1901), I was at his school. Through the office door came a constant procession of new boys with their parents, of boys who were already pupils, with a brief word of greeting for their principal; and of teachers for instructions. Whatever may have been their expressions on entering this room, there were none but smiling faces upon passing out. Mr. Boyer shook the hands of his old boys enthusiastically, called each by name, and asked with interest about their vacations. He put the timid new boys at their ease at once, and made them feel that they had found a friend. He inspired the teachers with his own buoyant spirit. In an hour — so deftly had Mr. Boyer lubricated the school machinery— the great educational mechanism had been set in motion without a hitch or jolt, and was running as smoothly and quietly as if it had never stopped for clogged and rusty wheels.

"Now, then," said the principal at length, turning suddenly in his chair, "I have a little time for conversation. The secret of my success as a school administrator? Why, there is no secret. We are all progressive and contented here, simply because I try to devote myself to encouraging the boys to do their best, rather than discouraging them from doing their worst. Every boy has a good side; I develop that, and am not often bothered with the other side. Rarely do I have to deal summarily with a boy. I appeal to his manliness, and almost always the appeal has the desired result. About twelve years ago I was making an address before an assemblage of three thousand teachers. I said that the easiest and by far the best way to govern a school or class-room is

not by harshness, but by love. I didn't mean love in the namby-pamby sense, yet my statement was greeted by a burst of Homeric laughter. That nettled me, and I explained with some warmth: —

"'The time will come when you little insects who sit buzzing out your derision will bow your heads in shame before the light of the great new sun of education that is rising upon the horizon.' This sun is well up in the heavens now. We are at the beginning of a new era of education,— an era of common sense. It is easy to lead the boy to the educational font; but the old idea that you can get him to partake of its waters by pushing his head into them, and thus making them repulsive to him, has given way to the idea that it is better to attract him and give him a thirst for knowledge.

"Since my work as a teacher began," continued Mr. Boyer, "I have had under my influence more than fifteen hundred boys; and I have had them for a sufficient length of time to leave upon their characters impressions which will never be eradicated. How do I accomplish it? By recognizing every boy as an individual,— as a man,— and then by studying each separate boy until I understand him,—until I have struck the key-note of his character. I can tell you a story which illustrates this entire scheme: —

"When I was a very little boy, I used to sleep in a small room off from an old-fashioned kitchen. There was a broad fireplace, closed with a great fireboard covered with wall-paper, in that kitchen, and there was a very high, black mantel, with a wide shelf over the top. On this mantel stood the figure of a Chinaman. He had no legs, but he stood on the end where his legs should have been. This was rounded off like a ball, and you never could make that Chinaman lie down. I tried it, myself, many a time. He would lie perfectly still as long as I kept my hand upon him, but the very instant I let go, up he would pop, and rock back and forth and leer at me, and turn around a little as if to see where I had put him.

"I used to lie awake at night in the winter time, watching that Chinaman. The old kitchen stove was closed in front with sheet-iron doors, and a little round hole in one door permitted a stream of fire-light to strike the polished pie-plates on the dresser opposite, from which the reflected light was cast upon the Chinaman on the shelf. He was very wicked, sometimes; and then he grinned so hideously that it made me shudder and cover up my head with the bedclothes.

"One night it stormed very hard and I knew that I was going to have trouble with that barbarian. He was at his worst during a storm. It happened just as I expected. The house shook and trembled, and the Chinaman began to rock and to mock me so dreadfully that, rendered desperate at last, I slid out of bed, grasped the kitchen poker,

and then, climbing into my high chair, a relic of babyhood that stood beneath the mantel, I struck him a blow that sent him to destruction on the hearth below.

"When morning came, I explored the ruins of that Asiatic, and found the cause of his trouble to be a very large bullet in his abdomen, and the lead had furnished for him an entirely new center of gravity, which did not at all correspond with his appearance.

"If I had studied his case with patience, I might, at will, have transferred the bullet to other portions of his body, and then his center of gravity being under control, he in all probability would have developed into a perfectly tractable and innocent, moon-eyed Celestial..

"That lesson has helped me in dealing with boys. In every case of misplaced center of gravity in a boy, a little patience and careful investigation will reveal the cause, which then becomes an element of good in the hands of the wise educator, who knows how to shift it around from place to place in that boy's general make-up.

"The growth of the system inadequately described by the term manual training, is a most important educational development. To teach by action rather than by words, is the aim of the new education. In the child's mind the concrete always comes before the abstract, and observation is the predominating quality. To first utilize this power of observation upon the concrete and then to lead the child to make from it his own observations, rather than to cram his head with abstract facts, is, it seems to me, the common-sense plan. It works well in the New York schools. We have object lessons in many forms, and even, in some of the newer schools, carpenter shops, forges, cooking and sewing rooms, etc., so that the children are made not only to know but to do.

"The manual-training method is particularly effective in teaching the foreign children,—those who understand the English language imperfectly or not at all. New York being the most cosmopolitan city in America, the problem of the foreign element in the schools has been more difficult of solution here than elsewhere, but it has been solved successfully. The children are usually bright; they learn the language with surprising quickness, and a few years in the public schools make good American boys and girls out of these products of Europe."

In reply to an inquiry as to the changes in the public school system since he began teaching, Mr. Boyer dictated the following: —

"The changes made in the methods of discipline and instruction in the public schools during the half century just closed have been brought about so gradually that few are in position to realize how great these changes have been,—how wondrous has been the development of the school system.

"The most noticeable transformation during my day, perhaps, has been in the character of the school buildings. My recollections of school life embrace so many unsanitary horrors in ventilation, heating, lighting, and drainage that, if I did not know the facts, I would doubt their possibility; small, unventilated class-rooms, platforms for seats where one boy's feet rested upon another's bench, wood stoves which smoked and fumed and roasted us by turns. And the discipline,— the constant whipping for small offenses and for no offenses at all,— the cringing and cowardice it engendered! The rod was universally used, just as it is used in many of the cities and towns of the United States to-day.

"There was not, during my youth, one school building in New York City which would now be considered fit for occupancy for school purposes. They were fire-traps and death-traps. An alarm of fire in the Greenwich Street school caused a panic. The children rushed from their class-rooms and plunged fifty feet down the open well, called the main staircase, and lay dead and dying on the floor below. It took that lesson to teach us how to build school stairways. Old '36' caught fire at noon and before one o'clock was a heap of ashes. Then we began to build with some regard to the escape of children during a fire. The old buildings, in short, were mere shelters, erected as cheaply as possible, with no regard for the health or convenience of teachers or pupils. Those of the present day are structures into which every device which human ingenuity can apply practically for the comfort, safety, and health of the teachers and pupils is introduced.

"As in the buildings, so in the methods of instruction and discipline; the horrors of the past have been swept away. Corporal punishment in the public schools of New York City was abolished thirty years ago by act of the board of education. It was legal, however, in Brooklyn until the consolidation of that city with New York under the new charter. Instead of punishment for offenses committed, the new discipline substitutes the ideal of duty to be done for duty's sake. The best teachers in the city never punish. The child regards punishment as a price paid for wrongdoing. The best teacher now permits no wrong to be thus paid for, but instructs the child how to undo, as far as possible, the results of his wrong action. Thus, ideals that were laughed at as visionary not many years ago, are to-day practically realized in the great schools of New York."

THE GENERAL MEDICAL PRACTITIONER

By GEORGE F. SHRADY, M.D.

The young man who contemplates a medical career must remember that medicine is a noble and inspiring profession, but a most unsatisfactory trade. If he regards medicine only as a means of getting money, attaining a good social position, and acquiring influence and importance in his community; in brief, if his point of view is merely selfish, his place is not in medicine, for it is the most trying of all professions to a selfish man. In numerous other callings the road to wealth is much shorter and easier in the traveling.

On the other hand, if the young man feels a real enthusiasm for the life of a physician, if he is willing to undertake unlimited toil and to undergo much self-sacrifice, with no pay but the consciousness of work well done; if he is willing to study unceasingly from the beginning of his career to the end; if he is content with moderate pecuniary rewards; and, finally, if he finds inspiration in the thought of saving human life and alleviating suffering, let him by all means enter the medical profession.

If it should be said that the qualifications just mentioned demand a great deal of the young man, I can answer that the profession that he proposes to enter demands a great deal of him, and that each succeeding year the conditions are a little more difficult than they were before. This is due to the overcrowding which results from the large annual graduating classes in our medical colleges. To succeed in medicine, the young man must have a finer training and a better general equipment for the race than was necessary twenty-five years ago. He must know more and work harder.

A man's personality is of much importance in medicine. The successful general practitioner is almost always sympathetic and optimistic, with social qualities well developed. He likes his fellow-men, and in return they like him, which is by no means an inconsequential element in the expansion of his practice. Dr. Youngman should possess the kind of popularity that comes spontaneously from an unselfish heart and involves no loss of dignity. He should have personal magnetism, a quality which may be cultivated, since it is merely the expression of a harmonious combination of good spirits, good health, and kindly feelings. But

these qualities count for little without deep earnestness, honesty of purpose, and love for the profession. The latter are the traits which give a man momentum in his progress; they inspire confidence and have won success for many doctors who have lacked the advantage of a magnetic personality.

After the youth has decided to prepare himself for a medical career, the first problem which confronts him is, of course, that of preliminary education. He must have a broad foundation for his professional skill and knowledge. A high-school training is inadequate. He will be seriously handicapped for years if he lacks the benefit of an education in some good college or university. Formerly the classical course was regarded as the proper one for the prospective physician, but ideas in regard to this have changed, and my own opinion is that the admirable scientific courses now given in our best universities are preferable for the student. This is true because medicine is each year becoming more exact and scientific.

After the general college training, must come the medical school, and then a year or two of hospital practice. The sojourn in Europe, often indulged in by students of means, is unnecessary. The schools in several of our large cities are now as good as any abroad. Indeed, they are in several respects better, and are excelled by those of Europe only in bacteriological research, which is too remote and advanced for the student in search of the medical fundamentals.

While the young physician has a right to practise without a hospital diploma, the experience of which this diploma is a token is very important, and Dr. Youngman should by all means endeavor to secure it. He learns more in his hospital days than in all his previous course of study, which has given him plenty of theory, but little of practice. In the hospital he gets the latter; he treats a wider variety and range of cases than he would treat in years of private work.

Dr. Youngman has been a good while in acquiring his training. Let us see just how long it has been from the time he made up his mind to be a doctor and went to college, to the time he says good-bye to his friends in the hospital and directs the tacking up of his brand-new sign. He entered the college when he was, say eighteen years old, and was graduated at twenty-two. Four years in the medical school and one year in the hospital brings his age up to twenty-seven before he even tries to earn a living for himself, and it is probable that for a year or two, and perhaps longer, he will succeed but ill. Previous to the time, near the age of thirty, when his telephone and door bells begin to tinkle with the pleasing frequency which means that his services are in demand, Dr. Youngman has earned little and spent much. During his university days his expenses have been from four or five hundred dollars a year up-

ward; the cost of his tuition and the numerous incidental expenses at the medical school are from four hundred to four hundred and fifty dollars a year, exclusive of any personal expenses. In the hospital, the young doctor gets his board and meals free, but rarely receives a salary. When he begins to practise for himself, he must have a neat and attractive office in a presentable house. This costs money — a great deal more, for example, than the young lawyer need spend, for in the case of the latter, desk room and a hall bedroom are sufficient at the start.

The deductions to be drawn from these facts are that at the beginning of his career, the young doctor must have, or should have, a reserve fund of capital. This is a practical condition which the youth intending to enter the profession of medicine must face. That the poor boy and the wealthy boy have equal opportunities in this country is a beautiful theory, but it is not a practical fact, at least not in the study of medicine. Of course, the exceptional boy, the boy of indomitable spirit, will overcome obstacles and become a doctor by hook or by crook. But the young man who must divert a part of his time and energy to earning a living while studying is always at a disadvantage. Especially if there are others dependent upon his efforts, I should advise him to seek some career in which the cost of preparation is less and the pecuniary returns are quicker than in medicine.

While the doctor inspired with the true spirit of his calling regards its financial rewards as a secondary consideration, few of us are so fortunate as to be independent of them. I have, therefore, made some study of the financial compensation of physicians, and will now state the results of this research. In the first place, the physician is usually a poor business man. He is disinclined to, and indeed cannot, weigh the grave responsibilities and noble aims of his calling in cash values. But the doctor needs a good income. He has a social position to maintain; he must educate his children, and he naturally desires a competency for his old age; therefore, he cannot overlook or neglect the material side of his calling.

Two or three physicians in New York City earn over one hundred thousand dollars a year; the yearly incomes of five or six are between fifty and sixty thousand dollars; the annual incomes of about fifty reach from twenty-five to thirty thousand; about one hundred and fifty make from ten thousand to twelve thousand a year, and a number in the neighborhood of three hundred derive from their practice from five thousand to six thousand dollars. Fifteen hundred earn from two thousand to three thousand dollars, and the remainder from eight hundred dollars to two thousand dollars. I would put the average annual income of the city doctor at two thousand dollars and that of his country brother at twelve hundred dollars.

While the income of the country doctor falls much below that of the city man of like ability and industry, this difference is counterbalanced by the much lower cost of living in the country. In New York City, for example, a doctor can hardly secure good office accommodations for less than $75 a month, with $8 or $10 a week for his board and lodging. The city doctor habitually charges from $2 to $5 for a visit and from $1 to $3 for his office calls. Physicians who practise entirely among the wealthy classes rarely receive less than $5, and in many instances have a regular fee of $10. For out-of-town calls, they have no difficulty in obtaining from $10 to $20 for each hour spent from home, with traveling expenses in addition. The charges of general practitioners of fame, and of specialists of high reputation, are two or three times the amounts mentioned. A specialist of recognized ability receives $10 to $25 for an office consultation. If he is a surgeon, his compensation for an operation varies from $100 to many thousands.

These fees require no justification; the value of life and health is beyond that of any sum of money. A surgeon whose fee of a thousand dollars for amputating a leg was objected to, stated the case pithily from the physician's point of view when he replied, "I charge $5 for the amputation and $995 for knowing how to do it properly."

The country doctor rarely or never receives such fees as these. His surroundings are seldom such as enable him to make a widespread reputation, which must be precedent to this high compensation. In many rural districts the physician receives only fifty cents for an office call, and but double that for a call within a mile of home. He rarely earns more than $3,000 a year. But upon this, or upon much less, he is enabled to live in a very comfortable, substantial house, to keep good horses, send the boys to college, and to pass gracefully to a peaceful and honored old age. It may be said that a one-thousand-dollar practice in the country is as potent in obtaining the solid comforts of life as a three-thousand-dollar practice in a city. While the possibilities in the country in the matter of reputation and income do not approach those of the city, the young country physician makes a living much sooner than does his classmate who opens a city office.

The young man should weigh well this question of a city or country practice, for a decision once acted upon cannot well be changed. The physician who hopes to grow and flourish like the proverbial "green bay tree," must take root and put forth branches where he first plants himself. If in the country, he must know that within a few years he will reach the limits of his practice and cannot hope for more; on the other hand, if he is truly representative of his profession, he can be sure of a warm place in the hearts of many and a most honorable and influential position in the community. He is a dominant factor in the life of the

neighborhood. On the contrary, the city practitioner, unless he rises above the rank and file, remains always a comparatively obscure and unimportant individual. The man practising in the country gets more credit for the performance of his humane offices and wins a much firmer place in the regard of his neighbors than does the man who practises where the population is constantly shifting. It is my opinion that the average of happiness and contentment is much higher among country physicians than among their city brothers.

But in fixing upon a country location, Dr. Youngman will be wise to avoid the vicinity of his childhood home. In that locality there are likely to be numerous old-timers, who trotted him on their knees as a baby, or spanked him for stealing apples as a boy, and who therefore find it hard to believe that he can know much about the science of medicine. They are lacking in proper respect for the physician whom they well remember running barefoot in the village streets.

The city is the more promising field for the young physician who aims to become a specialist, and I am well aware that this is the ambition of most. There are, doubtless, advantages in becoming a specialist, of reputation. The latter makes more money with less effort than if he were a general practitioner, and his love for his profession becomes more concentrated, and on this account, perhaps, is increased in stimulating power. But if he is a specialist without sufficient reputation, his professional career abounds "in shallows and in miseries," and he will in all probability, be forced back to general practice to make a living. Nothing but true skill and learning will gain fame as a specialist, since this reputation is the result of approval of his fellow-physicians, whom it is impossible to deceive. A great many young doctors make the mistake of devoting themselves to a specialty at the beginning of their careers. They would rush in and take a specialty by storm. The first move in this direction is usually a trip to Europe. After a more or less lengthy period of study of their specialty in foreign laboratories and hospitals, they return to this country with much self-confidence, and proceed to embark in careers as special practitioners. One of the first steps of many is to write papers for medical journals. Frequently these papers are excellent. The young man writes well; theoretically he is an accomplished physician, and his article makes an impression; the reader follows an unconscious train of thought which leads him to conclude that if this writer knows so much about this particular problem or condition, he must know a good deal about others. This is where the reader is often wrong. The young man's training has been so specialized that he has slight grounding in the broad foundation upon which the specialty must rest as surely as the apex of the pyramid must have a base. The true preparation for the specialist is general practice. To illustrate: A

skin disease may be the result of disorders of the blood, the stomach, or other organs; an affection of the eye may have its origin in the kidneys. The various parts and functions of the body are so closely correlated and so react upon one another that no doctor can successfully treat one, unless he has an exact knowledge of all, and this knowledge can be obtained only through extended experience as a general practitioner. The best specialists are those who have a wide and solid foundation of knowledge derived from general practice, and who have become specialists by easy stages. So begin with general practice, Dr. Youngman; don't force a bent in any special direction; let the bent develop itself, and the result will be much more satisfactory in the end.

A physician cannot expect to have a reputation much before he is forty; if he has it then he is an exceptionally fortunate man. The young doctor who would make a name for himself must never neglect a professional duty. Whether he will be paid for his work, whether he will be put to great inconvenience, or discomfort, or danger, are not matters to be considered. I well remember a personal experience that has a bearing upon this point. I was a young fellow then, in charge of an emergency hospital in New York. A man was brought in one day, slowly bleeding to death from a wound in his neck. He could be saved only by tying a certain artery. The situation of the artery was such that the operation was a particularly difficult one, and I felt a strong disinclination to attempt it. My assistant, a much older man than I, on the other hand, was very anxious to undertake the work. He told me he would be willing to give a hundred dollars for the privilege of performing the operation. This was my temptation — not the offer of the money, which was probably a mere figure of speech, but the opportunity to shirk a difficult professional duty. I hesitated; then that "small voice" within said: "This is a part of your work, go ahead and do it like a man and a physician." I told my assistant I would tie the artery myself, and I went down town and practised on a dead body. In the course of the day I happened to meet Dr. Valentine Mott, the leading surgeon of his time, and told him about the task before me. "That is a rare operation, my boy, I should like to see it done. If you don't mind, I will go to the hospital this afternoon." To this remark I responded that it would be very gratifying to have Dr. Mott as my assistant. He was present and gave me very valuable aid and advice, and when it was over, he tapped me on the shoulder and said: "Well done, my boy." I regard that as the most critical day in my career. If I had weakly turned that operation over to my assistant, I believe I should never have entirely recovered my self-respect and self-confidence; as it was, I learned to trust myself and not to hesitate. Dr. Mott's words of praise have been an inspiration to me ever since.

In surgery there is much truth in the adage, "He who hesitates is lost," or rather, the patient is lost. The surgeon should take to heart Emerson's advice: "Be bold, be bold, be not too bold!" It is the surgeon who hits the happy medium in this matter of daring, whose nervous system is in such perfect condition that his hand is always steady and brain always cool, who has great manual deftness, and is sure in his knowledge of anatomy, who wins success in surgery. Reputation probably comes sooner and is more wide-spread in this branch of the profession than in any other. The general practitioner should have as much skill as the surgeon, but the latter's work is more spectacular. One can note the neatness and precision with which a leg is amputated but cannot see the delicate process of steering a pill down a patient's throat.

In the old days, going to the operating table was regarded as virtually the same as going to the grave. The surgeons then knew how to cut almost as well as they do to-day, but they knew nothing of the importance of absolute cleanliness of hands, wound, bandages, and everything in any way connected with the operation. The patient was in great danger of dying of operations which are now regarded as almost absolutely safe. Wounds healed but slowly, and very often blood poisoning would set in. These disastrous results were all due to the lack of knowledge of the value of aseptic measures and the science of bacteriology, which have been discovered and developed within thirty years. When Joseph Lister, the great Scotch surgeon, said about a half century ago: "A matter of the utmost importance in surgery is to keep your hands, instruments, and the wound, absolutely clean," he was laughed at, and the early believers in bacteriology were called "bug hunters," but to them, to Lister in surgery, to Pasteur, Koch, Virchow, and others in bacteriology, are due the wonderful advances made in the science of medicine within the last few years. So far, there has not been a halt in this progress. Electricity, the Roentgen ray, and other scientific aids are steadily enlarging the achievements and the horizon of possibilities of surgery. The steady development of bacteriology and art sanitation, and the growing realization of the importance of psychology in medicine, are constantly giving the physician new and powerful weapons in his battle against disease. There is no pathological condition of the human body which we cannot hope to eliminate. I will venture to predict that the time will come when there will be no such thing as an incurable disease.

I shall say only a word on a curative agent which is yearly becoming more prominent. Physicians, as a rule, are conservative, and believe in concentrating their attention in treatment upon the organ or parts of the body in which the disease is seated. But no doctor can afford to overlook the possibilities of a sort of secondary treatment of the body

through the mind. On this topic, I will only say that a cheerful mind is a potent curative factor. I always try to be cheerful and buoyant myself when I enter a sick-room. The doctor's first remark, when calling on a patient, should be something like this: "Ah, better this morning, are you? I can see that clearly enough. Had a good night?" The patient may turn wearily and groan out: "No, Doctor, I had a very bad night."

"Oh, nonsense! you slept longer than you thought you did. Let me see your tongue! that's better anyhow, and now your pulse — why that is better, too."

It may seem odd, but inside of a minute the pulse in most every case actually is better under this treatment by suggestion. I never tell a man that he is going to die. I believe many a patient has been killed by an unfeeling frankness on the doctor's part. I am careful to tell those nursing him of my real opinion, but with him, I always look on the bright side of the picture. The doctor should maintain the fight to the last. His activity keeps up hope on the part of the patient. I have seen surprising rallies when the end seemed near.

In office consultations, the doctor should be earnest and thorough; he should never seem to be in a hurry. The physician who pulls out his watch every few seconds, or walks up and down impatiently, or makes remarks that he must catch a train, or that the flies are eating up his horses, while a caller is describing his aches or pain, makes a mistake that if repeated often will cost him many patients. By far the better plan, no matter how much of a hurry he may be in, is to sit down and let his caller describe his symptoms in full. It is intensely disagreeable to the patient, especially if a woman, to be cut short on this topic. If the patient has said all that is necessary and you want to do a little thinking, you can always stop the flow of words by popping the ever-ready thermometer into their avenue of escape. Don't be perfunctory in your manner; even if the case is not at all interesting or important, do not yawn and act bored. Acquire the habit of making thorough examinations, and asking questions that are as searching as possible. Earnestness and interest always inspire the patient with confidence. Confine your attention to the matter at hand and talk as little as possible about your neighbors or yourself. The success of many physicians is interfered with by their habit of gossiping. The doctor whose conversation touches on a variety of topics during a consultation conveys the impression that there are numerous subjects that are more interesting to him than the case at hand, and the patient is left with the impression that his ailment has not received the attention that it deserves.

The true physician never hesitates to give his services free, or for nominal fees, to those who cannot afford to pay; and if he makes a valu-

able discovery, or devises a new treatment that is effective, it is always a point of honor with him to present it to his fellow-practitioners for the benefit of humanity. Advertising and other commercial methods stamp a doctor as a quack and put him beyond the pale. Numerous surgeons and physicians whose time is worth many dollars an hour, give much of it gratis to the sufferers in the hospitals. The leading doctors are philanthropists of the best kind. Though some of them receive large fees, very few, indeed, are millionaires. They are not anxious to be; their ideals are not in this direction. Their work is more for others than for themselves, and in their declining years they have an asset that money cannot buy, namely, the consciousness of having been of real usefulness in the world.

TO BECOME A MASTER IN SURGERY

By WILLIAM TOD HELMUTH, M.D.

The young man who hopes and aims to become an able surgeon is in the possession of one of the noblest of ambitions — an ambition which, if coupled with determination and tenacity of purpose, will grow and expand with passing years, and will be a continual inspiration, developing the full possibilities of his character, and giving him in the end the solace of a well spent life. But surgery is a jealous mistress, and will bestow her rewards only upon those who follow her faithfully, with complete dedication of mind and spirit. She will brook no rival. The surgeon, to achieve the highest success, must be a specialist, imbued with ardor and enthusiasm that will lead him to hold his own convenience, comfort, and pleasure as nothing in the pursuit of his calling; that will cause him lavishly to pour out his energy and to devote himself gladly to unceasing labor, regarding his toil of years as a small price for advancement in surgical skill and knowledge.

In the beginning, he should survey the past, delving deeply into the history of surgery, and learning its lessons. From a scrutiny of the slow development of surgery its young follower will gain a broader, truer, and deeper conception of his art than can possibly be obtained in any other way.

But, however interesting he may find the surgical activity of the remote past, he must devote the greater part of his historical study to the last fifty years, during which time there has been more surgical progress than in all of the preceding centuries. The first great step among those which have revolutionized the practice of surgery was the introduction in operations of what are called the anesthetic agents, that

is, chloroform and ether. Forty years ago and less, agonizing scenes in the operating-room were the rule. In cases of amputation, for example, the patient was strapped down, given a mixture of laudanum and whisky to dull the sensibilities, and a two-edged knife was thrust into the quivering flesh. The harsh, grating sound of the surgeon's saw mingled with the patient's shrieks and groans and prayers for mercy. A large number of deaths occurred from shock, incidental to the pain and loss of blood. It is only necessary to compare this scene with an operation of the present day, to understand what remarkable strides have been made in surgery.

The use of anesthetics has resulted, aside from abolishing pain, in enabling the surgeon to perform much more intricate and difficult operations than before. Few patients in the old days could survive the two, or three, or four, hours under the knife which are necessary in complicated operations. The element of time was then the chief consideration, and the best surgeon was the one who could cut most swiftly. This to a large extent precluded the very fine and careful and delicate work which is necessary when operating upon the vital organs of the human system. Now the surgeon has plenty of time. He need sacrifice no precaution in the interest of despatch.

Another most important forward movement in surgery has been the development of the science of bacteriology and antiseptic treatment. Not many years ago, from sixty to eighty per cent. of all cases of fracture, in which the flesh had been broken by the force of the blow or by the ends of the bone protruding, ended fatally. On the other hand, if the skin was not torn, the patient usually recovered. The great difference in the fatality in these two classes of cases was recognized, but surgeons were at a loss to account for it. The mystery has now been wholly cleared away and the patient suffering from fracture nearly always recovers, irrespective of broken flesh. This most beneficent result, which every year saves a great number of lives, has been due to the discovery that the atmosphere is impregnated with minute living organisms which fasten themselves with avidity upon flesh unprotected by the skin, and infuse poison into the system. With the discovery of the bacteria and their pernicious activity came the problem of devising a means of protection against them. It was found that bacteria were killed if brought into contact with certain chemicals, such as carbolic acid, or with boiling water. Since this discovery, made by Sir Joseph Lister, effective means have been found for fortifying the wounds against the attacks of the micro-organisms. In the Crimean and Franco-Prussian wars, and in our own great civil conflict, hundreds of thousands of soldiers died of wounds which now would cause only temporary inconvenience.

These are the most important weapons which the surgeon has found for his fight against death within the last century, but new ones are constantly being devised and introduced. For example, within a very short period electricity has been made to serve the high purposes of the surgeon. The Roentgen ray enables the operator to ascertain the exact location of a fracture, and thus to cut into the body with almost as much precision as if there were no mask of flesh.

Each new year sees the surgeon's field of effective work enlarged. His progress is unceasing; just as we can perform operations to-day that were impossible twenty-five years ago, and did work then that would have been fatal twenty-five years before that time, there are undoubtedly conditions now which the surgeon cannot reach, but which in twenty-five years will offer easy conquests. No limitations can be put upon surgical development. While it is very unlikely that within the next fifty years the progress will be as great as within the last half century, yet the surgeon of 1950 will undoubtedly look back upon his predecessors of 1900 as the men who were merely the beginners in the art of modern surgery.

For the reason that surgery is one of the most progressive of all arts, the physician who would identify himself specially with it must be an untiring worker, always on the alert for new resources, never content to rest upon his past achievements. No true surgeon can ever say until his brain and hands become helpless and he goes the way of all mortals: "My work is done." On this account the surgeon must love his work. He must be fitted for it, both by long training and by natural endowments. There are many admirable physicians who cannot become good surgeons. Many men are not quick enough, precise enough, bold enough, manually delicate enough, strong enough in their nervous organizations, confident enough in their own powers. Very often in the surgeon's work emergencies arise where a lack of quick decision, and the boldness necessary to take radical measures after the decision has been made, will result in the patient's death.

To become a master in surgery, years of special training are necessary. After taking the usual course in the medical school and devoting a certain length of time to general practice, the physician whose ambition is to devote himself exclusively to surgery can best acquire his special skill and knowledge, by identifying himself with hospitals which have many surgical cases. The doctor of good ability should experience no great difficulty in passing the competitive examinations which are set for candidates for positions as members of the house staffs in the hospitals. In few of these institutes can he remain for a period longer than two years. Then, if he can afford the expenditure of time without monetary return, he would do well to obtain a place on the staff of some

other hospital. Many men devote a considerable number of years to hospital work before embarking upon individual careers as surgeons. The young surgeon has greater opportunities in public than in private hospitals, for the reason that in the latter most of the operations are performed by the patients' own physicians; at best the members of the house staff can do no more than assist. In the large public hospitals, on the other hand, many of the operations are performed by the resident surgeons and they are thus enabled to acquire invaluable experience.

This long term of training necessitates an independent income, since, in most of the hospitals, the doctors receive no pay. Numerous physicians who cannot ignore financial considerations, and yet are desirous of devoting themselves to surgery, pursue their special study while attending to general practice. They make a point of keeping themselves informed as to the time and place of all important operations and are present as observers. Such physicians are always glad to perform operations free of charge. Cases which they cannot observe personally they may become conversant with by careful reading of the medical periodicals.

Another means by which a young physician may acquire surgical skill, is to obtain a position as surgeon to some large industrial institution, where the use of machinery makes accidents common. The objection to this kind of work is that it is generally confined to one class of cases, and therefore does not give the young man a very wide experience. He receives for his services a good salary, but few ambitious surgeons are content to work for a fixed stipend. Their aim is to build up a practice of their own, and therefore the surgeon ordinarily uses such a position merely as a means to support himself and to save money during the period of his training.

The young surgeon who is striving to build up a practice of his own will, as he acquires surgical experience and skill, gain the recognition of general practitioners, who will send cases to him where operations are necessary; thus he acquires more and more surgical skill and practice as the years pass, and is enabled at last to drop all cases of croup and colds and devote himself exclusively to his specialty. This desideratum is rarely reached before the surgeon has arrived at the age of forty years. A long pull and a strong pull are required to gain the heights of surgery. When a man has reached a place more than half way to the top, he is likely to be earning more money and to be acquiring a wider reputation than the general practitioner of like ability. He has more opportunities to branch out, to make radical departures, and to break new ground in the medical field. His fees are often large, yet he does more charitable work, as a rule, than a man in any other branch of the medical profession There are very few leading surgeons who are not

members of the visiting staff of one or more hospitals, and who do not daily perform, without financial compensation, operations for which, if performed in private practice, they would charge hundreds of dollars. Thus, the surgeon dedicates himself to the service of his fellow-men; he assumes at the outset high duties, and to be worthy of his calling he must be always faithful to them.

THE PROFESSION OF DENTISTRY

By DR. JOHN I. HART
Of the New York Dental School

In few professions have new and improved methods been developed as rapidly within recent years as in dentistry. This is in a great degree owing to the fact that the dentist, making extensive use of mechanical means and instruments, has been greatly aided by new inventions, which are part of the product of the great inventive activity of the last half century. Thus, electrical power has been adapted to various dental uses; many of the instruments have been greatly improved; new means have been found for allaying or banishing pain; new processes have been discovered for filling, making, and saving, teeth. To keep abreast of the forward movement and make use of all the resources in his profession, the practitioner of to-day must be progressive; his methods cannot be those of fifteen, or even ten years ago. He is now able to perform operations more rapidly, with much more surety as to successful results, and with much less pain to patients. The dental chair has been freed from most of its terrors and uncertainties.

Dentistry is not a calling for every man. To succeed in it, the dentist must find pleasure in his work, which means that he must have a natural aptitude for it. It would be difficult to specify all of the qualities whose combination makes up this aptitude, but one of the first in importance is mechanical ingenuity. Unless a man has a brain to contrive, and hands which are its obedient servants, executing its orders with certainty, delicacy, and dispatch, his vocation is not dentistry. He may have in him the making of a good lawyer, or preacher, or even general medical practitioner, but he must have manual deftness to do good work. A delicate nervous organization often accompanies delicacy of hand. The dentist may possess such a nervous system. Indeed, it will probably increase his skill and general efficiency, provided he keeps it in absolute subjection. The practitioner with "nerves" is as much a misfit as would be a boatman afraid of the water. A sensitive young man should not study dentistry unless he feels sure that he has sufficient stamina to

school himself into complete self-command; if his constitution is not robust, he had better forego dentistry for some calling less trying and confining.

In addition to mechanical ability and sound nerves, the student contemplating a career as a dentist must feel, or be able to acquire, an interest in such subjects as anatomy, chemistry, physics, physiology, *materia medica*, therapeutics, and surgery, besides his dental branches. He must have a mind for both practical and theoretical details. These qualities ought to make of him an excellent operator, yet taken alone they would not make him a successful practitioner if we hold prosperity as the criterion of success. People patronize the dentist who is considerate, tactful, and sympathetic,—whom they like personally. Therefore, to gain the opportunity to demonstrate that he is a good operator, and to be under the pleasing necessity of making appointments several days ahead, he must have well-developed social qualities. The young dentist who is popular and efficient can increase his bank account far more rapidly than his fellow-practitioner who is merely efficient. This, of course, holds good in all professions, but is truer in dentistry than in any other.

During the time when a boy is hesitating about the choice of a calling, and he and his relatives are considering whether he possesses the natural equipment of a successful dentist, they are also, of course, giving thought to the drawbacks and possibilities of the profession. On this score it may be said that while the dentist can rarely win the widespread public acclaim that may fall to the lot of the successful lawyer or physician, he can fill just as useful a place in the world, and can almost always solve the bread and butter problem more quickly and surely. A good dentist who has no deterring personal characteristics or habits, can be practically certain of an adequate income, and can gain it sooner and at less expense than is ordinarily the case in law or medicine. To the man, therefore, who is ambitious to enter a profession, but is not in a position to spend years in waiting at the expense of others, dentistry may have an attraction.

But before undertaking this career, he should have at least a high-school education. In most parts of this country such preliminary schooling is now necessary for the practice of dentistry, since the leading dental colleges require for entrance a high-school certificate of graduation, or the passing of a written examination based on three years of high-school study. When the student has graduated from the high school at the age of, say, sixteen or seventeen, a very desirable next step is to enter upon a term of pupilage in the office of a reputable practitioner. In former years this was the invariable rule, and was the sole means by which the young dentist acquired his special training. The dental colleges have in considerable measure supplanted the private preceptor, but

they do not by any means provide all of its advantages. In a dentist's office the student acquires a knowledge of instruments and their uses, obtains an insight into laboratory work and a general idea of operations. He also learns many valuable lessons in the gentle art of pleasing. The student is not usually paid for his services; in fact, most practitioners charge an office fee for students, and find plenty of fathers who are glad to pay it, so valuable has this preliminary training come to be regarded.

After two, or even three, years of training in practical dental work, the student is ready to attend the dental school, with a store of knowledge which will put him in a far better position than his fellow-students without this experience, to improve opportunities offered by the regular course of instruction. In choosing his college, the young man should select one of recognized and established reputation. His tuition fee will be, in almost any college he may select, one hundred and fifty dollars a year, and he will be at an expense of about one hundred dollars for instruments and books. It is better, of course, that he have money enough in the beginning to cover these expenses and those for his personal living, but many excellent dentists have, while studying, earned money to pay their way. In the cities in which the dental schools are located, there are numerous kinds of work to which the young man of intelligence and no false pride may turn his hand. If he has enterprise he will be able to find such work and to do it without interfering materially with his studies. One of the best dentists I have ever known was a young man who was forced to earn every penny of his expenses during his collegiate days. One of the worst, on the other hand, was the son of a rich man, who had a colored lackey to hand him his instruments in the operating room.

When the young dentist has completed his three years' course in the dental college, he is confronted by the important question of where he shall settle to build up a practice. Many young dentists from the rural districts have, during their college days, acquired a fondness for city life, and are loath to return to their own communities; hence, many of them open city offices. The wisdom of this course is questionable. A dentist can ordinarily progress more rapidly in a locality where he has friends and relatives. The expenses, moreover, of a city office are very much higher than those of one in the country. For example, I believe that a two-thousand-dollar practice in a small town will enable a man to save as much money as a four-thousand-dollar practice in a large city, and the two-thousand-dollar practice can be obtained, of course, much more readily.

It may be assumed that a young dentist has not devoted all of his evenings to his dental education. He probably is on very friendly terms

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