

CHATS WITH YOUNG MEN.

Be Careful in Your Reading.

Avoid the weak novel, whether in moral tone, in thought or in both. Such reading perverts the taste and incapacitates for the enjoyment of productions of genius. To satisfy the craving for such food the mind seeks something still more startling and unreal. Your life should be filled with virtuous, elevating thoughts. Read that which will make you stronger, happier and better; that which will help you, hold you and uplift you; that which will increase your capital for intellectual comfort and helpful influence; that which will give your brain mental fibre, nerve and heart; that which will enable you to see further, judge more accurately, stand more firmly, work harder, think more of your fellows and rise higher than they will make you more a man. When you have read such books you will have no taste for the weak novel. It not only lacks any high moral, but it contains insinuations against religion, truth and justice, and its general tone is in favor of immorality, deceit and lying. It also weakens the mind. It serves neither for mental discipline nor for the development of intellectual strength. The brain is tired. The novel-reader cannot gather up and use his mental powers and resources to advantage. The weak novel creates and fosters discontent with honest living. You should take things as they are, look the world in the face bravely, go to work with a will and do your best. In What Vocation Is My Chance of Success Greatest?

The great question for a successful candidate to ask himself, everything considered, is, "Where is my chance in life greatest?"—that is, "In what environment shall I put myself in order to get the largest possible return from the exertion of my powers?"

A machine has been constructed for measuring expended energy, a sort of cage in which a man is put, where every motion, every bit of exertion and every expenditure of energy are registered. A successful candidate should put himself in an environment which will collect and utilize, as well as measure, all his expenditures of thought, force, and physical energy.

It is of the first importance to get into harmonious surroundings, where all the powers of mind and body may be able to work to the greatest possible advantage along the line of our ambition. We should engage in the occupation which is best fitted to our physical constitution, mental make-up, taste and ability. In other words, the surest way to win success is to get into the right niche, in a congenial environment, where we can work without friction, and where all our powers will find quick and responsive expression.

Every Sale An Advertisement.

Many a business man does not realize that in some way every sale he makes is an advertisement that is going to help or hinder his business. It is an advertisement of the policy of his firm. It advertises the attitude of his employees, whether accommodating or indifferent, polite or boorish. It advertises the honesty or dishonesty of the whole concern.

I have heard men boast of a good sale when they have taken advantage of a customer. They congratulate themselves on having obtained more than the regular price for an article sold to a customer whom they had found to be an "easy mark." He did not try to beat them down, but simply paid the price asked, and said nothing.

Business chickens come home to roost, and a dishonest policy of this kind will ultimately ruin a firm. It is only a question of time for every dishonest trick, every misrepresentation, every mean transaction is a boomerang which comes back to wound the thrower.

Quality is the best salesman in the world. The article that is a little better than others of the same kind, that is the best, even if the price is higher "carries in its first sale the possibility of many sales, because it makes a satisfied customer, and only a satisfied customer will come again."

Like good things to eat, a superb quality always leaves a good taste in the mouth, and we go again to the firm that gives us the best thing of its kind that can be obtained.

The home which has built up its business on quality does not need to do so much advertising as inferior concerns for every sale it makes is an advertisement, and every pleased customer becomes an unpaid drummer for the house. After we have once worn or used or enjoyed the best, we do not like the second best. We may be forced by circumstances to get it, but we do not like it.

Harmony as a Business Producer.

Fortunately the old-time employer, who used to go through his place of business every day with a whip, so to speak, stirring everybody up, driving everybody, scolding and swearing, is rapidly disappearing. Men are finding that there is something better than the slave-driving methods. They are finding that harmony is a great business producer, that kindness, appealing to the best instead of the worst in employees, produces the highest results.

Up-to-date business-men find that the more comfortable and the happier they can make their employees, the more work they will accomplish, and the better its quality. Everybody does his best when appreciated.

Mr. Grumpy Employer, how can you expect your employee to apply the Golden Rule to you when you do not use it yourself? When you get your employees all stirred up and out of sorts by constant scolding, fault-finding, and

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nagging, by your failure to stand up to your contracts with them, how can you expect them in return to have your interests at heart, to live up to your expectations, to do good work? When you go all to pieces over something that troubles you, you can not write a good letter. Your mind is in no condition to make an important contract until you restore harmony. Can you, then, expect your employees to believe in you—to give you their best, when you show them the worst side of your nature?

The Man Who Acts.

During the Civil War, when Lincoln ordered McClellan to advance, he would make all sorts of excuses for delay—he did not have enough men; the cavalry horses' tongues were sore; the Administration did not support him properly, or he was waiting for the enemy to get into a more favorable position for attack.

But, at last, Lincoln found a man who never made excuses, never apologized, but acted. General Grant would call a council of his generals, and smoke while they gave advice; and then he would make out his own programme and act.

What a relief for the head of a great enterprise to find a Great among his employees, a man who does not ask if the enemy is in a favorable position for attack, or if everything is in ideal condition, but makes the best of things as they are, and pushes ahead!—Success.

OUR BOYS AND GIRLS.

Dog Stories.

Col. Kent of Burlington, Vt., has a dog that money cannot buy. Mr. Kent is foreman of the job room in the Free Press office. The other day he started for home, but a friend invited him to an auto ride, and he went, leaving the dog on the street. The dog tried to follow the auto, but lost it and returned to the Free Press office and refused to leave. A couple of hours later Mr. Kent called up and asked that the telephone receiver be put to the terrier's ear.

"Come home," he demanded, when the dog had been raised to the instrument.

The terrier gave a sharp bark, bolted out of the door, and legged it for home like a streak of lightning. He ran the mile in less than five minutes.

A gentleman connected with the Newfoundland fisheries, possessed a dog remarkable for his fidelity and sagacity. On one occasion a boat and crew in his employ were in circumstances of considerable peril outside a line of breakers which owing to some change in the wind or weather, had since the departure of the boat rendered the return through them hazardous. The spectators on shore were quite unable to render any assistance to their friends afloat. Much time had been spent, and the danger seemed to increase rather than diminish.

Our friend, the dog, looked on for a length of time, evidently aware that there was great cause for anxiety in the minds of those around. Presently, however, he took to the water and made his way through to the boat. The crew supposed he wished to join them and made various attempts to induce him to come on board. But, no! He would not go with their reach and continued swimming about a short distance away. After the crew had made several comments on the peculiar conduct of the dog one of the hands suddenly suspected his apparent meaning "Give him the end of the rope," he said. "That's what he wants." The rope was thrown.

The dog seized the end in an instant, turned around and made straight for the shore, where a few minutes afterwards boat and crew, thanks to their four-footed friend, were placed safe and undamaged.

A little yellow dog is the life-saving hero of El Paso, Texas. Jose Renteria, seven years old, and his brother Alberto, aged five, went to the canal one night, and the younger brother fell in. Jose went to his assistance. Alberto threw his arms about his neck and both sank to the bottom of the ditch. Then the dog jumped in. With several hard tugs he got the older boy to the bank, and then brought the younger to his brother's side.

Carrying out a resolution made months ago, a party of prospectors of Wallace, Ida., recently climbed the hill on Placer creek to look for the remains

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of a little black spaniel, who for many months had kept a lone vigil on top of the mountain, apparently guarding something from which he could not be coaxed or driven away. The dog had become famous, articles and pictures of him having found their way into magazines and papers all over the country. He is faithful to his self-imposed task, whatever it may be, and owing to the liberal provision that has been made by various prospectors, has not wanted for food. Every second day he comes down the mountain, grabs the meat placed in a convenient place for him, and scurries off up the hill again.

Although a long and thorough search of the ground over which the dog has been seen to go was made, no trace of human remains could be found. All the time the men were searching, beating the brush and turning over piles of leaves and trash, the spaniel sat at a safe distance, a most interesting spectator. When the men left, however, he refused to accompany them, and the last they saw of him he was sitting by the big stump under which he has made a comfortable bed, watching their departure with apparent relief.

The cause of his refusal to leave the mountain is still a mystery, and there are many who yet believe that the faithful canine knows of a secret that hides a tragedy. Further search of the locality will be made during the summer.—Catholic Telegraph.

The Boy's Worst Enemy.

The worst that can befall a boy says an esteemed contemporary, is to have the liberty to remain out late at night. This is too often a fatal privilege, because it is mostly during the night that all the mischief is planned and executed. The boys who are permitted the freedom of our public streets at all hours of the night are the boys who fill our workhouses and bring sorrow upon their relatives and friends. All parents should keep their boys off the streets and at home at night. But are not the boys who work in shops and factories all day entitled to some recreation and amusement? They are; and it is a poorly managed home that can not provide these. Music, singing, reading—can not young people have these amusements at home? And what more does the street offer? Parents, look to it! Do not think that because the boys bring their earnings on Saturday night they are free to do as they please and go where they will. By no means. You are always supreme in the home, and God will hold you responsible for the conduct of your children as long as they live under your roof. It is simply outrageous to witness the actions of some youngsters on the public streets. And what of young girls? Many of them conduct themselves no better.—Catholic Chronicle.

"We are obliged," says St. Francis de Sales, "not only to bear with the failings of our neighbor, but likewise with our own, and to be patient at the sight of our own imperfections." We must try to correct ourselves, but we should do it tranquilly and without anxiety.—Father Quadrupani.

Never a forward step is taken by man or society without pain and suffering.—Dr. Sheehan.

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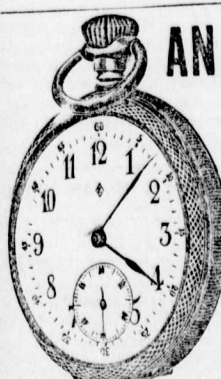
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