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## Original Communications.

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### Some Elements of Success in a Dental Practice.\*

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We find men in all vocations of life striving eagerly for success ; and we ask ourselves the question, Why do not all succeed ?

The answer in the majority of cases is, that their energies are spent in the wrong direction, or that they have a false conception of the true meaning of success. In a large number of cases, for instance, success is measured by financial gains. Making this the sole object of their striving, they sacrifice everything—even their own honor—if they can for the time turn it to account in the accomplishment of their object.

Pope says, "Worth makes the man ;" but this has been revised for the modern man and reads, "Money makes the man." What a shameful compromise of the standard. It is unnecessary to enumerate the many evils that arise from this state of affairs ; our daily papers are filled with proofs. Let us then turn for a few moments from this popular and mistaken view of success and consider the course by which the true success may be attained. I need not take up your time in presenting arguments and illustrations to prove that success may be attained along other lines than selfish enrichment, for it must be evident to you that a man's life work may be a success even though he attain a minimum of material prosperity. History furnishes abundant proofs of this in some of the world's greatest men—men who have reached the highest positions as leaders of reforms, statesmen, masters of art and science, etc.

The dental profession may be divided into two great classes. In the first may be included those who regard the profession only as

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\*Read before Toronto Dental Society.