

CHAPTER X

REAL SUCCESS

“BOY Wanted.”

Are you the boy?

If you have carefully read and digested the foregoing chapters you have a pretty clear understanding of the sort of boy the world prefers for a life partner. You have learned that you must

Ask no favors of “luck,”—win your way like a man;

Be active and earnest and plucky;

Then your work will come out just about as you plan

And the world will exclaim, “Oh, how lucky!”

In studying the history of the lives of successful men we are constantly being impressed with the thought that they make the most out of their surroundings, whatever their surroundings may be. They do not wait for a good chance to succeed; they take such chances as they can get and make them good. We very soon learn that

Resolve to cultivate a cheerful spirit, a smiling countenance, and a soothing voice. The sweet smile, the subdued speech, the hopeful mind, are earth's most potent conquerors, and he who cultivates them becomes a very master among men. — HUBBARD.

They also serve who only stand and wait. — MILTON.