

times at twelve and sometimes at two, eating sometimes a sandwich, and sometimes an elaborate meal. That you introduced new and untried systems into your business, that you offended some of your best customers, without intent to do so, and that you frequently were ignorant of how and when you offended them.

"I think it will be of value to you if I tell you how I know these things. You want money, but you have no definite idea of why you want it. You would 'buy works of art that struck your fancy'—indefinite again. You do not know where you would travel; you would keep going until you got tired, then go home...which means you would sleep in the morning until you got tired sleeping, then go to your office. It also means that you would go to luncheon when you got hungry, and eat until you got tired eating, then stop. You have not one single, definite purpose in life. Do you think a man who had deep in his heart a desire for education in science, in literature, or in art, and for the travel necessary to such an education, would come to me and say, as you did: 'I am poor. Here's a dollar...take it. I doubt if you will give a dollar's worth for it'? Do you think he would spend more money for his luncheon because he had made more money that day?"

My friend was visibly affected. "I understand," said he, "how you have arrived at all your knowledge of my acts from what you have learned of my character, except one thing. How could you know that I offended my customers without knowing it, and lost them?"

"Because you offended me, and did not know it."

"I certainly did not know it, and I'll apologize, if you point out my offense."

"When you said you doubted whether what I told you would be worth what I charged you, you conveyed to me the impression that you were ready to believe me a faker. In fact, your manner told me that you *did* believe it. When, in answer to a question, you said, 'All right, fire away,' you were disrespectful to a man more than twice your age who is seriously and conscientiously engaged in a work that is showing excellent results. I have never known any person to regret an interview with me, though I have seen them go storming out in anger. Have I given you a dollar's worth?"

"You have given me thousands of dollars' worth, and I would appreciate a suggestion as to my future career."