

alike courteously, considerately, cheerfully, affectionately—so leaving a blessing and reaping a blessing wherever he went”

There is a certain measure of business which is built up on friendship. People go to a man in the beginning, because they like him. They wish to encourage the man who seems to wear the garland of prophecy. In fact a man's career very often depends on the way in which he treats his first batch of friends. If he can hold these, there is a new crop on the way. Make friends. Go out of your way to serve people. Some will forget you but the best class of mortals will have for you a tender regard and consideration. When Abraham Lincoln was a young man starting in life, it used to be said of him, “Lincoln has nothing, only plenty of friends.”

There is no calling or profession in the world in which it does not pay to keep sweet. An even disposition is as good as salt in the soup, sand on the track, oil in the cog, sunshine in a back room, fresh air in a crowded audience chamber, and large coin on the collection plate of a poor church. To be explicit, here is an illustration out of the life of Henry Ward Beecher. “Beecher dared speak out his inmost convictions. Not infrequently he spoke when his life was openly threatened. At Elizabeth City, New Jersey, the Copperheads declared they would kill him rather than permit him to speak. Amid indescribable uproar, Mr. Beecher entered the hall, advanced to the platform, and said: ‘Gentlemen, I have been informed that if I attempt to speak here to-night I am going to be killed. Well, I am going to speak,