

thoroughly and systematically; observe everything, consider nothing as too trivial or minute; then, after having collected all your data, sift the evidence, and bring reason and common-sense to bear in forming your conclusion and determining a rational line of treatment. Endeavor always to treat your patient rather than his disease. Do not allow yourselves to degenerate into the mere routine practitioner, i.e., into a kind of peripatetic prescribing machine; but, regarding each case as a sort of vital problem, strive to bring to its solution not only competent knowledge, but also your reason and good sound common-sense; and then, as ripening experience comes apace, and advancing years add dignity and authority to your opinions, your self-evident knowledge and skill will excite the admiration, and win the respect and esteem, of your professional brethren and the community at large.

When you enter upon the practice of your profession, you will at once be thrown into contact and competition with other medical men. Remember that you are fellow-workers; let no unseemly rivalry or jealousy mar your friendly relations—act always with courtesy and consideration, strive to follow the golden rule; never slander, depreciate or condemn a *confrère* behind his back, but rather defend him; and remember that there is such a thing as damning by faint praise, and that a curl of the lip, a contemptuous smile, a shrug of the shoulder, may do far more damage to a *confrère's* reputation than an open charge; such means, I need hardly say, are far more despicable because more treacherous. When called to a case in consultation, aid your *confrère* to the best of your ability, and loyally, cheerfully and honorably accept the responsibilities which ordinarily attach to the consultant.

In the practice of your profession, gentlemen, you have certain well-defined duties to your patients—there is, in fact, an implied contract existing between you. On their part, trust and confidence are placed in you, all that they hold nearest and dearest are entrusted to you, health and happiness, sickness and suffering, honor and reputation, the issues of life and death, are placed in your hands; while on your part, in accepting these grave responsibilities, you are bound to possess a competent knowledge of your profession, to devote due care and attention to your patients, and to exercise in their treatment your very best skill. In your professional relations you enter the family circle, sickness often rudely tears off the society-mask and

discloses the inner life of your patients. You know the shadows that darken many a home, the hidden sorrows that imbitter many a life; weighty secrets, important confidences are committed to your care. And thus not only the lives, but often the fortunes and prospects of individuals, the peace, honor and happiness of families, the welfare of communities, may rest in your hands. Upon your prudence and caution great interests hang, beware how you betray them; beware lest you violate the sacredness of professional confidence. As the family physician, you will frequently become not only the medical adviser, but also the trusted counsellor and friend—one whose advice is sought in times of difficulty or distress—one who must at times cheer, sympathize, comfort or support. While, then, you strive to be skilful and accomplished in your profession, do not forget that, when human skill is of no more avail, sympathy and kindness may temper a blow you cannot ward off, or lighten a sorrow you cannot avert.

Let me urge upon you not to begin practice with too great mercenary inclinations; if money-making is your aim in life, I fear you sadly missed your vocation; you should really, gentlemen, have chosen some other calling. Undoubtedly the laborer is worthy of his hire, and people as a rule do appreciate kindness, attention and skill, and gratefully remunerate them as they deserve; while you need, therefore, feel no hesitation in expecting or receiving a fair equivalent for your time and labor, be not discouraged or disheartened if you do occasionally meet with inconsiderateness and ingratitude; but you should endeavor to sink as far as possible the money aspect of the question, and go forth into practice seeking rather how you may best be of use in the world, how you may best combat disease and alleviate pain and suffering. Do not become so strictly professional in your manner and habit of thought as to look upon your patients as merely so many interesting specimens or examples of disease that are to be merely examined, diagnosed, prognosed and treated *secundum artem*; but in your professional dealings with them remember always that they are frail and human, with feelings and sensibilities like yourselves. Make allowance for fretfulness and irritability, be gentle, kind and patient with them; make them feel that you are sorry for their sufferings while you are doing all that you can to relieve them. Kind words and tender sympathy go a long way in the sick room. Prejudiced or thoughtless