

country under the walls of his native city. Thus, Hannibal, who scaled the icy Alps, withstood the storms of the Appenines and defeated four great Roman armies, was at length overcome by Scipio, a man of inferior genius, but of prompt action, keen apprehension and unconquerable will. The first attempts of Demosthenes at speech-making were utterly unsuccessful. He was mocked and hooted at from one end of Athens to the other. No speaker could have spoken worse. Yet, despite the taunts of his fellow citizens, the scorn of the orators and his own violent stammering and painful hesitancy, he set resolutely to work, and by persistent study and practice won his way to the summit of oratorical fame. Those who once laughed at him lived to applaud him, the great speakers of the day paid tribute to his excellence, and mankind has ever since acknowledged him to be the greatest political orator the world ever saw.

"He who would have the fruit must climb the tree." Waiting for the fruit to fall is a waste of time. Some more enterprising persons may gather it before you. Besides, when it does fall, it is often worthless—dashed to pieces by the wind, worm-eaten or unpalatably ripe. So it is with the business of life. He who would be famous, wealthy or happy, must labor hard to be so, and his success will be in proportion to the judicious expenditure of energy.

The number of those who are born fortunate, or who have fortune "thrust upon them" are few, in comparison with those who have been the architects of their own fortune. If the world depended on the former for its material advancement, mankind might still be dwellers in tents, and herders of flocks. To be sure as many good men have been found in these capacities as in others, but there are few among us to-day who would exchange the comforts of civilization for the simplicity of primitive life.

When Bonaparte laid siege to Mantua, he was surrounded with apparently unsurpassable difficulties. His army was small and badly equipped. The enemy was well supplied and strongly fortified, and to make matters worse, a powerful well-appointed army led by a veteran general was marching against him. He could not retreat in safety, for the Austrians held the passes into France, and he could not force the surrender of Mantua in time to make it a place of defence. Suddenly raising the siege by night, he marched with lightning speed against the advancing host. The Austrians knew nothing of his approach until they beheld his army in line of battle, and being thus taken by surprise, were hopelessly scattered with one fierce well directed blow. Hurrying back to Mantua he soon forced the now terrified garrison to surrender. Had he waited until the arrival of the relieving forces his army would have been destroyed and probably an end put to his own career.

The principle of conservation of energy should be duly observed. As it would be absurd to attempt the battering down of a castle with a pea-shooter, so it would be equally absurd to use an Armstrong gun for the destruction of a fly. The careful man calculates the proportions of his object, the difficulty or ease with which it may be accomplished, and makes his preparations accordingly. Earnestness and determination being added to his caution, he sets to work with confidence. Trifles do not turn him from his object, yet neither does he despise apparently insignificant things. The lordly lion would scorn the opposition of the humble mouse, yet the mouse in the fable once gave freedom to the king of beasts. Repeated failures serve but to whet the energy of the resolute man. Again and again he returns to the struggle, and in the success that finally crowns his efforts he finds the reward of his industry and perseverance.