

Mental Force.

Before the life underwriters of Nebraska, Mr. F. E. Sanborn, a prominent manufacturer of Omaha delivered the following brilliant and thoughtful address :

"In these times of contests and competition, when the marts of trade and the field of the professions are filled with men whose abilities are drilled, and whose energies are schooled to the highest point, it is mental force that tells.

"The ability to explain convincingly, to demonstrate concisely, to make the other fellow see the point, convince him that our argument is sound and that he should follow our advice—that is mental force. It is the elements of energy, will power, confidence, resoluteness and knowledge of our duty, combined with a fixedness of purpose and a high-minded enthusiasm, and it works wonders in the achievements of the man who studies its proper application.

"When we study men and what they do, we are struck with surprise at the great difference in the results they produce. This is due to the difference in their power to concentrate their ability, their mental strength and skill, on the great duty before them.

"The man without force, who has not drilled and trained himself to that extent that in his whole personal identity he carries the embodiment of success born of confidence and resolution, energy and force, fails in the great task he has set about to perform, and weakens himself for the accomplishment of every succeeding duty ; while his neighbor, his co-worker, by the very force within him made strong and effective by careful, thorough training, by confidence and enthusiasm and unceasing energy, clears the obstacles before him and mounts to the high plane of successful achievement.

"Success is in the man, in his energy, his determination, his mental force ; and these are cultivated and acquired more than the most of us know. It is in the will power, in the ability to work to a fixed purpose, and the "I will" furnishes a condition of mental strength that accomplishes the "impossible" to the nerveless man, and credits its possessor with the touch of genius.

"Fowell Buxton, the great English philanthropist, said, 'The longer I live the more deeply am I convinced that the great difference between one man and another, between the weak and the powerful, the great and the insignificant, is energy, force, invincible determina-

tion ; a purpose once fixed, and then death or victory.'

"It is the man with these endowments and attainments, who cheerfully takes hold and lifts, who meets his work with the smile and confidence of a winner, to whom the world bows in admiration and acknowledges to him the success due as his unquestioned right.

"It is as natural for the man with mental force to be in the lead, to cut the way, as for the sun to shine.

"On a large ranch, in Nebraska, are two college graduates doing the work of common hands ; one was favored with the best elements of book learning that could be given to him in Yale College, while the other had been given his start with a diploma from Harvard. They are both able to speak several languages, to handle scientific problems and discourse on learned subjects, but they occupy the positions and are doing the work of ranch laborers because of the lack of force and energy to apply their knowledge.

"Their employer is a man without education, rough and unpolished ; he knows but little of books, but the elements of success are in him, and he is the leader ; he furnishes the push, the energy and the force, and his personality, his individuality, are present in every detail of his business. In a question of what to do his mental power leads and shows the way. The two college graduates, with their advantage in education and literary training, but without nerve and force, and resolution, are his servants at \$20 a month and 'found ;' while he, with the lack of education and training, but with the mental force that makes everything revolve around him, is the master.

"Realize what this means. It means confidence, resolution, mastery of details, the power to command and a fixedness of purpose, all moving in harmony with a sensible enthusiasm that must open the door of successful achievement to its possessor.

"The great actor, Garrick, was once asked by an unsuccessful preacher to tell him the secret of his power over his audiences. 'It is plain enough,' he said. 'You speak of eternal verities and what you know to be the greatest truths as though you hardly believed them yourself, while I utter the things which are known to be unreal as if I believed them in my very soul.'"