



THE FAMOUS BELLE ISLE IRON MINE, NEWFOUNDLAND.

the above quotation, because of its misapplication has done much damage in this world.

Successful men are born, it is true (most men are); but intensity and oneness of purpose—determination to succeed—is developed in men. They observe and measure the ability of others who have succeeded before them. When the time, the industry, the tact, the perseverance, the determination, the bravery that are requisites of every successful agent are pointed out to them, only the failure says to the world, "If that is necessary to success, I can never get there," and folding his hands gives up the fight.

The successful agent says to himself: "If that is all that is necessary for success, I can and will accomplish it," and bends every effort of his life to that end, and succeeds. Both men who fail and who succeed are born under the same sun, breathe the same air, and feed on the

same viands; but the successful agent studies himself, finds where he lacks, teaches himself to overcome his weakness, and he is "made" by his own purpose. There would be far greater truth in the axiom reversed, "Successful agents are made, not born," because no manager can go out and pick up successful agents by birthmarks; but he can and does secure men who "make" successful agents of themselves.—Part of a paper, by Mr. Clarence M. Smith in the "The Adjuster."



Noteworthy Sayings.

Truly great men never remind you of their greatness.

'Tis not what man does that exalts him, but what man would do.

A man must stand erect, not be kept erect by others.

It is better to be nobly remembered than nobly born.