

The Young Man and His Problem

By JAMES L. GORDON

Human nature is a great study, and **HUMAN NATURE**, the key to every man's character is his master motive. The motive makes the man. Behind a man's reputation stands a man's character. Behind a man's character stands a man's motive. Behind a man's motive stands a man's love. Find out what a man loves and you discover what a man is. His love is the revelation of his character. As a man thinketh in his heart, so is he. Napoleon said "War is a splendid game." Cecil Rhodes said "Millionaires rule the world." Disraeli affirmed "Statesmen govern the universe." Emerson exclaimed "A scholar is the jewel of earth and the favorite of Heaven." Thus a man's ambition is the revelation of a man's love.

THE GRANDEST DAY. The grandest day of your life—which is it? It is not your birthday, when you enter this world clad in the garments of infancy. It is not your graduation day when your college course has been completed and you stand prepared for life's duties. It is not your wedding day, when you stand by the altars of Jehovah with your life partner by your side and take the first step toward the establishment of a home. It is not your coronation day, when, having climbed the steep hills of life, the world gladly crowns you for your endeavor and endurance. The supreme moment in a man's life is that moment of doubt, uncertainty and perplexity when in one splendid act of self-faith he stakes his life, his reputation, his future, his capital in personality on some cherished thought, idea or conviction, the development of which finally opens the door leading up to the calm heights of conquest and success. The surrender of the soul to a noble ideal registers the grandest days in the story of a man's life.

FIND YOUR PLACE. This is a good world and most of the people in it are good—or intend to be, but the driving of the square peg into the round hole is the thing which causes most of the trouble. To recognize your own gifts and special fitness for a certain line of work and then to move in harmony with others equally gifted for their own chosen departments of enterprise results in happiness and prosperity. The civil war in the United States produced three great generals—Grant, Sherman and Sheridan. Sheridan was a hard fighter. Short, thick-set, bullet-headed, with Irish blood in his veins. As a commanding officer he entered the field of battle with a rush and won many a victory because of his irresistible impetuosity. Sherman had a genius for details. Nothing escaped his attention. While his soldiers slept, he walked through the tents of the encampment inspecting the machinery of war. His famous "march through Georgia" was possible because he knew the state of Georgia better than most of the people who lived in it. Grant was unique in his ability to plan a great campaign. He could see things in their proper proportion and plan a great military movement shrewdly and successfully. These three men understood each other, appreciated each other and were loyal each to the other. No trace of jealousy ever existed between them. Each was great in his own department.

DON'T GIVE UP. James Watt, the inventor of the steam engine, used to say when near the end of his life, "The world has heard of my success, but only my nearest neighbors knew of my repeated failures in seeking to perfect the steam engine." Failure is the vestibule to success. We must fail in order to succeed. The glory of final success is worth the humiliation of repeated failures.

Longfellow said that "Evangeline" was easy to read because it was so hard to write.

Henry Ward Beecher, in referring to the first ten years of his experience in the ministry, said "I remember distinctly that every Sunday night I had a headache. I went to bed every Sunday night with a vow registered that I would buy a farm and quit the ministry." And yet what a splendid success he achieved!

Harriet Beecher Stowe once uttered the sentence: "When you get into a tight place and everything goes against you, till it seems as if you could not hold on a minute longer—never give up then, for that's just the place and time that the tide will turn."

To which we add the words of Charles Mackay:

"If thou canst plan a noble deed,
And never flag till it succeed,
Though in the strife thy heart should bleed,
Whatever obstacle control
Thine hour will come—go on true soul
Thou'lt win the prize—thou'lt reach the goal."

"I WILL BE KING!" The father of Balzac doubted the ability of his son to achieve success in the realm of literature, so he said to him "Do you know that in literature a man must be either a king or a beggar?" "Very well," replied the boy, "I will be a king." His parents left him to struggle with his fate in a garret. His conflict with hunger, hardship and poverty was something terrific, but in ten years he was a king in the realm of literature and a sovereign among men of letters.

YOUNG LAWYERS. God has a man for every emergency and an emergency for every man. The man who knows how to meet and deal with a business emergency is the man who has in his nature the elements of success. Great men are men who overcome great obstacles. We need opposition in order to develop our highest possibilities. Competition is the life of trade and opposition brings out the latent strength in a man's soul. Daniel Webster owed his success to the superior gifts and talents of Jeremiah Mason, whom he was called upon to meet as a legal opponent in case after case. Webster regarded Mason as the greatest lawyer that ever practised at the New England bar. He once said of him "I would rather, after my own experience, meet all the lawyers I have ever known combined in a case, than to meet him alone and single-handed." Jeremiah Mason was a genius in the art of cross examination. He had an instinct for the "weak point" in the armor of his enemy. Daniel Webster measured swords with him and discovered the strength of his own personality. Difficulties are stepping stones in the pilgrimage of life. Every difficulty which stands like a mountain in your path has a duty at its base and a diadem at its brow.

THE GAMBLING SPIRIT.

Mark Twain has said that there are two periods in a man's life when he should not speculate. (1) When he can afford it. (2) When he cannot afford it. This remark may have been the result of some sad experience in financial matters of the philosopher. Of this one thing we are sure, the gambling spirit is abroad and men are looking for some short-cut to wealth. "Something for nothing" seems to be the motto for the hour. A retired postmaster general of the United States asserted that a majority of the young men dismissed from the postal service because of dishonesty could trace their downfall to the gambling evil. This is in harmony with the remark recently made by Andrew Carnegie, "Stock gambling is the curse of the age."

A friend of mine who spent his employer's time studying the market and dealing in margins was exceedingly fortunate during the first week or two, making gains at every move. His last venture, however, cost him all he had made by his speculations and \$2,000 to boot.

A New York merchant who played with the stock market, off and on, for forty years, calculated that if he had invested the various sums risked on the market from time to time at 6 per cent. on good securities he would have been in a much better position financially at the end of his business career.

For the average man the best thing which can happen is an absolutely stunning loss on the first deal. This arouses the mind to the dangers of speculation and is apt to cure the soul of the gambling spirit.

There are three tests of a man's character. (1) The home test. How does he behave himself beneath the roof of his own house? What is the verdict of his wife, child and servant? Is he popular at home? (2) The business test. How does he stand among business men? Is his word reliable? Are his methods correct? Is his credit good? (3) The social test. How does he treat those with whom he associates, especially those who are below him? Thackeray says concerning Father Matthews, with whom he had a close acquaintance, that he was just as kind and considerate in his treatment of the butler and footman as he was careful in his attentions to nobles, lords and members of the aristocracy.

INDIVIDUALITY. What ever you possess in common with most men attests your humanity. What ever you possess which is uncommon to most men attests your individuality. The only contribution which any man can make to the true wealth of the world is his own individuality. To discover the one thing which is characteristic of yourself is to discover yourself. A great discovery, indeed!

ORGANIZATION. Rock is organized sand. Water is organized moisture. Sky is organized space. Wood is organized fibre. Light is organized heat. Life is organized spirit. Society is organized humanity.

The largest word is Life.
GREAT WORDS. The longest word is Eternity.
The shortest word is Now.
The dearest word is Mother.
The sweetest word is Home.
The brightest word is Come.
The darkest word is Sin.
The greatest word is God.
The nearest word is Soul.
The deepest word is Love.

The boy of ten years of age has a thought.
EVOLUTION. The youth of fifteen years of age has an idea.
The young man of twenty years of age has an opinion.
The man of thirty years of age has a theory.
The man of forty years of age has a conviction.

The greatest compliment you can pay a woman is to love and respect her. The greatest compliment you can pay a boy is to believe in him. The greatest compliment you can pay a business man is to ask for his advice and follow it. The greatest compliment you can confer upon the Almighty is to trust in Him.

Straws are said to show which way the wind blows. Here are three straws in the form of three questions, asked by a business man concerning those who sought employment in his establishment.

How do you spend your Sabbaths?
How do you spend your money?
How do you spend your spare moments?

A cathedral without windows, a face without eyes, a field without flowers, an alphabet without vowels, a continent without rivers, a night without stars and a sky without a sun—these would not be so sad as a world without a Bible or a soul without Christ.