**OCTOBER 8, 1925** 

# CHATS WITH YOUNG MEN

### WANTED!

God give us men! A time like this demands Strong minds, great hearts, true faith, and ready hands,— Men whom the lust of office does

not kill ;

Men whom the spoils of office cannot buy; Men who

possess opinions and a

Men who have honor ; men who will not lie :

Men who can stand before a dema-

gogue, And damn his treacherous flatterers without winking !-

Tall men, sun crowned, who live above the fog In public duty and in private think-

ing Forsake the rabble with their

thumbworn creeds. Their large professions and their little deeds,

Mingle in selfish strife, lo ! Free-

dom weeps, Wrong rules the land, and waiting Justice sleeps!

-J. G. H., M. D. THE ROAD TO BUSINESS

SUCCESS Sir Philip Gibbs in Southern Cross

I have said the best gentleman is

the best business man. For one reason, he makes friends, and friends are good business assets. A pleasant manner, frank, genial, above-board, is an excellent introduction to new customers and a auction to new customers and a business cement with old ones. Other things being equal, I would rather give my business to a real good fellow, who has a hearty hand-grip, a cheery smile, and a jest at his tongue-tip, than to a surly boor, who finds it hard to say a civil word

a civil word. To the commercial traveller a pleasant personality is essential. Many a fortune has been built up to

a very great extent owing to the breezy enthusiasm of a "knight of the road," whose periodical visit is welcomed by his clients, who has the latest jokes to crack, and who books his orders with jovial insistence that will never take a nay. "Ah, he is a good sort; give the job to him, "says many a client who but for a friendly personal feeling would have been likely enough to have turned to another firm. But not only should pleasant manners be cultivated by the traveller, they are just as important to the head of the firm-doubly important, in fact; for, after all, the traveller's geniality is known to be part of his stock in trade, but upon the chief's

character rests the reputation of to grumble over the way people talk to children and if children were not the firm. incidents unknown to the children Though in some trades bargaining that will serve to bring out proper used to it, if they had not come to between business man and client is conduct and civility. The boy who forgets, who is rude, expect it, they might give many adults answers in kind-which would be highly disrespectful-from a recognized practice, it is often damaging to the prestige of the firm. It is generally best for a man to make up his mind what his price who is inconsiderate, selfish, lacks entirely new movement. courtesy. The girl who is petulant, capricious, loud-voiced, eager to be seen, lacks courtesy. These two injure themselves as well as make life unpleasant for others, and the fact should be impressed upon the child. Why less so from man or woman? Yet each individual is, and then to stick to it like grim has three strong keys to unlock the treasure chest of kindness and cour-tesy. There are *Please*, and *Thank* you, and *Pardon* me—all willing to death, even though to do so may lose him an order. To shilly-shally on a price is often a fatal mistake, fact should be impressed upon for if a business man is open to pressure to reduce his terms, a cusserve one faithfully when one cares them. Common courtesy, and its three keys, *Please*, *Thank you*, *Pardon me*. Do you use them?—Grace Keon, in The Echo. to make use of them. The attitude, however, of many busy and preoc-cupied elders toward those in early tomer naturally adopts the plan of systematically cutting down the quotations. Now and again, of course, there may be adequate reasons advanced by a customer why a certain price should be lowgentleness, kindness and courtesy from those who are ordered to do ered, and in that case a business ered, and in that case a business man may acquiesce gracefully; but it should be his standing maxim never to budge from his first quota-tion without giving a just and adegood manners in others. They hear Please very seldom; Thank you, the Sovereign Pontiffs as the Rosary. good manners in outcomes; Thank you, Please very seldom; Thank you, scarcely at all; and Pardon me, never! for Cath, dominated by His spirit and wisdom the world, the gentleman prusquery turned aside, and without a word, returned to his office. Between the business man and his client there should exist a reci-procity of interest. The client should desire to get good value and olic magazines a communication in which a girl expressed her lack of belief in the courtesy of most of our Catholic men. Her letter with the give us those things which are were a better private prevent the to pay a fair price for it when he gets it; the business man should desire to please his client as well as to sell to him. Both should take a mutual pride in the work bought and sold. Catholic men. Her letter proved that she had been unfortunate in this regard. She speke in no unfortunate in the speaker on to urge us to say it. this regard. She spoke in no uncer-tain terms of the attentions paid by The Rosary holds a unique place in our Catholic life because it is There are many business men who think that if they supply what is asked for they have done all that is necessary, and ought to make their fortunes accordingly. Fudge ! A There are many business men who own attitude of "watchful wait-ing," which was afterward sadly confirmed in the neglect and the discourteous treatment of their wives by these same young men. And she classed, with one sweep of her pen, all other young men with must not only supply what is asked for, but he must create a demand. He must produce goods or manufacture articles, whatever his business And she classed, with one sweep of her pen, all other young men with her brothers, saying that they but concealed their lack of courtesy for reasons best known to themselves. Lack of courtesy can be concealed just so long, and no longer—since courtesy for show for since courtesy be-whether books or boots, haberdashery or fine art-which will strike a customer as being "the very thing" he wanted, if he had only thought of it. To be very successful, he must lead the market in cessful, he must lead the market in ideas. To be moderately successful he must keep pace with the ideas in the market. But though a business man does well to consult his client's preju-dices, he may often educate his client's taste and overrule his un-reasonable objections. In that is the prosperity of the successful business man. He is always launch-ing out, going one better, and car-rying his customers along with him. His ambition is to stimulate the suades them to do big things, and his profits and his satisfaction are so much bigger accordingly. This is, indeed, the secret of success. ideas. To be moderately successful he must keep pace with the ideas in length of time begets a habit which so much bigger accordingly. This numan nature to believe that no new inderprise the though form is, indeed, the secret of success. matter how careless or hardened Bring your goods to the notice of one may be, one will try to be cour- of prayer for the ignorant. Whilst Bring your goods to the notice of your customer. Please him, inspire him. This is the day of advertise-ment—a great pity, no doubt, for one's soul is apt to be tortured by the struct of men, the sharpest and busiest of the struct of meny welks of life if one's soul is apt to be tortured by of men, the sharpest and busiest of the saints of the Church, her priests thoughtlessness lend themselves to and bishops find light and solace in the campaign of indecent dress. A sourt, if you show plainly that you fact remains: the business man desire information or advice, the mathematic ma must get to his clients, and this he can only do by advertising. most hostile manner, the most unfriendly tone will soften. can only do by advertising.

ters in connection with his charac-ter and work which I have left i unsaid, and the picture of the per-fect business man will not be com-plete till I have filled in those details. Let us take such a man and follow him in his career. He starts humbly—an office-boy with legs dangling half-way down his high stool. At the same desk are three or four lads of his own tage, and before he has been in the office half an hour he sees that their favorite maxims are, "Don't do today what you can do tomorrow," i ings. I cannot imagine husband and wife making a home and acting rudely toward each other. Indeed, I would not like to call that a

home—that rude, rough, discourte-ous, selfish place where a man and woman and often poor little chil-dren are compelled to live. Lack of courtesy intimates a home that is mactine in its forst ettic that is wanting in its finest attri-bute. Well-mannered children do office half an hour he sees that their favorite maxims are, "Don't do today what you can do tomorrow," "Never do yourself what you can get others to do." These are not our fellow's principles. Young as he is, he has made up his mind never to be a stick-in-the-mud, and he has already made a few maxime of his own. Here are some of them— 1. Never say "I think so." Either not become ill-mannered boys. Well-mannered boys do not become know or not know. 2. Inaccuracy is the root of busi-ness evil. difference is a gentleman at forty. Only the watchful parent can bring this about. Children are careless; often it seems as if one is never done cautioning here, reprimanding

8. Be ready to go anywhere and do anything. there ; often it appears to be a use-less task. And then an unexpected

4. Don't grumble at work, but only when there's nothing to do.
 5. Keep your eyes and ears open.
 6. A closed mouth catches no flies.

elated at little Peter's manners! His straightforward way of answering! But while you are congratulating yourself on this dis-play of courtesy, do not forget that you have brought it about by that OUR BOYS AND GIRLS

A PLEASANT LOOK

you have brought it about by that We can not, of course, all be handsame repeated cautioning which you some, And for some it is hard to be good ; We are sure now and then to be seemed to feel was ever without

some it is hard to be good; are sure now and then to be lonely, we don't always do as we the child himself!

The home must make up for the lack of courtesy abroad and the parents who did not anxiously insist But at least we can always be pleasant, parents who did not an lot all out in the home are robbing the children's future of a gift that

If we make up our minds that we will.

And it pays every time to be kindly, Although you feel worried and blue; If you smile at the world and look cheerful

The world will soon smile back at So try to brace up and look pleasant,

No matter how long you are down ; Good humor is always contagious, But you banish your friends, when you frown.

#### AN APPEAL FOR COMMON COURTESY

They call it common courtesy, and that is what it should be, but it isn't. Common courtesy is rare enough; it is getting rarer, and this manners are given a certain period of time during the weeks' hours of article is being written to make an appeal for it. Chiefly am I inclined

THE MONTH OF THE

guest arrives? Or an occasion when courtesy must be used, and you are

union and cooperation with the Socialistic left had led the Socialistic left had led the party into grave dangers. It was however necessary, he de-clared, in order to prevent grave evils and to insure the inclu-sion of Christian principles in the Constitution. Despite the union, he street cars absolute rudeness is, unfortunately, only too prevalent. Those boys who have seen courtesy exercised at home will use it abroad, and this discourtesy on the part of others will not affect them. says, the Centrist Party never aban-doned its principles and has always And when the boy shows that true opposed Socialistic philosophy. This attitude, frankly one of expediency,

ment.

courtesy by a smile, a word of apology, a yielding of place-how pleasant it is! Not the action he declared, had the support of the voters who returned Centrist alone, but all the previous training deputies. The action of the "Windthorstthat the action implies. Courtesy should form a part of bund " marks the first important defection from the ranks of the Center following Dr. Wirth's attack. every school curriculum, and I think it does form part of the course in many. I know several elementary schools where good

It followed the alienation of mem-bers in the Rhineland, Bavaria and Wurtemburg. Some of the leaders have resigned their offices study, and I know that several teachers in one school plan little Dr. Wirth is anxious, if possible, to secure the reforms he urges within the ranks of the Center, but failing to do so he has indicated that he will have no objection to leading an

#### AN INCIDENT WITH A MORAL

A little incident took place on Washington Street recently which has its moral. After reading the legend on the side of the Catholic Truth auto van, a well-groomed gentleman was addressed by a gentleman was addressed by a member of the guild and asked if there was anything that he desired. After a series of questions regarding the worth of religion in public life, the dangers imminent in pro-Aside from the liturgical and fficial prayers of the Church there necessity of carefully rearing the dangers imminent in presyounger generation and the pertin-



# THE CATHOLIC RECORD

try to make our own the lesson conveyed by its mysteries we will

begin to understand the spiritual importance of the chaplet. Catho-lics need many things today but nothing more sorely than a juster esteem for the beads.

as in those bygone ages when victories were won and nations pacified through its power and might.—Rosary Magazine.

GERMAN CENTRUM

FACES SPLIT

Berlin.—Nothing apparently can be done to avert the expected split between the "Windthorstbund,"

the organization intended for the

training of young people for effect-ive action in the Center Party, and

the parent organization. Members of the "Windthorst-bund," with some other powerful German elements, have followed the

leadership of Dr. Wirth, former Chancellor, who, after resigning from the party has announced his intention of leading a new move-

In a formal statement comment-

In a formal statement comment-ing on the action of Dr. Wirth, the Centrist leader, Dr. Fehrenbach, expresses regret at his attitude, which however, he declares was foreseen when Dr. Wirth criticized the abandonment of the co-operation of the Contribut with blatt in the

of the Centrists with the left in the Reichstag. It was due to alleged

reactionary tendencies, including the support of the measures for the

restoration of the value of money, the reparation of losses sustained by

inflation and taxation, that Dr. Wirth determined on his new course.

Dr. Fehrenbach points out that

I cannot conceive of a girl living month we should follow out her n a home with her three brothers, wishes to the letter. If we seriously

daughters would produce results. Since the Church asks us to say the Rosary daily during October during of the second style for this

After a few moments a young woman came from the same build.

"My uncle asked me to come out to see you," she said. "For what reason ?" asked the guild speaker. "I don't know," responded the young lady. Immediately the guild speaker

God and be in keeping with that Christian modesty which has emancipated woman and made her glori-ous in the eyes of God and man. If you promise me, I know you will keep your word."

The promise was given, the young lady darted back into the building. An error of judgment, even though committed in innocence, was righted and a champion in the cause of womanly modesty and decency in woman's dress was happily recruited.

The moral is plain. Many young woman today does not realize Catho-the positive danger of unseemly They dress until it is pointed out to her. The times and customs have so blunted the makers of fashion that

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When "The New Missal" by Father Lasance appared some years ago, it was generally colaimed as the first successful attempt to populariz the Church's official book of wor-shy the "Missale Romanum," because its sim-ple the "Missale Romanum," because its sim-ple to an out the use of the Missale by the Laity as being difficut. It is therefore of great significance to be faining all the distinguishing features, particu-lary the Introduction, the Notes, and the Appendix of General Prayers, that mark it as an outstanding accomplishment, it contains the nonest changes, also some additions, the used of the size of th When "The New Missal" by Father Lasand ppeared some years ago, it was general

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