

# The Young Man and His Problem

## CHOICE OF A PROFESSION OR BUSINESS

If a man is to get along in the world he must choose the work for which he is intended. Natural aptitude should probably be the main element in choice, but as things are to-day natural aptitude is not very much encouraged. Boys go where they find an open door; girls take to the shop and the offices. Now and then a farm boy rebels, and strikes for the city. If he is mistaken in judgment he at least is right in deciding to follow the line of his inclination. As a matter of fact boys who follow their real inclinations rarely fail. Those who leave the farm because of laziness or because they think manual labor is mean and lowly are sure to fail. But whether one gets into the business he naturally prefers, or whether he is at one that he grows to like, "the secret of success depends ultimately upon five essential qualities—strength, ingenuity, good address, strong nervous power and enterprise." It would not be a bad thing for young men to read over and over again these words of E. T. Freedley. Of course all these qualities must be backed up by intelligence—general and special. For this reason every young man should get as good a schooling as possible, and should form the habit of private study and of consulting others who have succeeded in business. More than this every man should go into work decided to make good in the line chosen and in no other. "A rolling stone gathers no moss."

"There's the marble, there's the chisel,  
Take it, work it at thy will;  
Thou alone must shape thy future,  
Heaven send thee strength and skill."

## PERSEVERANCE

A business is not built up in a year, often not in several years. The primary work is the most laborious at the same time it is the part which gives stability to the whole. The story of Bruce and the Spider is for all men in all ages.

Audubon tells this story of himself: "An accident happened to two hundred of my original drawings. I left the village of Henderson in Kentucky, situated on the banks of the Ohio, where I resided for several years, to proceed to Philadelphia on business. I looked to my drawings before my departure, placed them carefully in a wooden box, and gave them in charge of a relative. My absence was of several months' duration. When I returned after several months I enquired after my treasure. The box was brought and opened; but—reader, feel for me:—a pair of Norway rats had taken possession of the whole, and reared a young family among the gnawed bits of paper, which but a few months previously had represented nearly a thousand inhabitants of the air. The burning heat which instantly rushed through my brain was too great to be endured without affecting my whole nervous system. I slept for several nights, and the days passed like days of oblivion. Then I took up my gun, my note-book and my pencil and went forth into the woods as gaily as if

nothing had happened. I felt pleased that I now might make better drawings than before, and ere a period not exceeding three years had elapsed my portfolio was again filled." Did you ever know any man to pursue any kind of business for ten years honestly and faithfully who did not succeed? Perseverance will conquer all things.

## ECONOMY

Richard Cobden once said to a gathering of workmen: "The world has always been divided into two classes—those who have saved and those who have spent—the thrifty and the extravagant. The building of all the houses, the mills, the bridges and the ships, and the accomplishment of all other great works which have rendered man civilized and happy, has been done by the savers, the thrifty; and those who have wasted their resources have always been their slaves. It has been the law of Nature and Providence that this should be so; and I were an impostor if I promised any class that they would advance themselves, if they were improvident, thoughtless and idle." Even the poorest toiler has it in his power by self-denial and economy, and yet without meanness, to raise himself from the condition in which he is placed. Such a man may walk when others ride, may take such recreations as cost nothing, may take plain rather than costly food, may in short, live the simple life. Economizing for the sake of becoming independent is an indication of a manly character. Burns has it in this wise:

"Not for to hide it in a hedge  
Nor for a train attendant,  
But for the glorious privilege  
Of being independent."

Did you ever stop to think that 5½ cents saved each day means \$20 a year and that this with interest means \$260 in 10 years, or \$3080 in forty years or \$5800 in fifty years? There is of course a false economy, which ends in miserliness. It is a peculiar thing that those who have been noted for their economy in small things have been known for their generosity in large matters.

## INDUSTRY

No man can be prosperous who is not industrious. Nor can he be happy. Idleness is the bane of life.

"Dream not, but work! Be bold, be brave;  
Let not a coward spirit crave  
Escape from tasks allotted!  
Thankful for toil and danger be,  
Duty's high call will make thee flee  
The vicious, the besotted."

One day when Benjamin Franklin was preparing for press, a lounge stepped into his store and spent an hour looking over the books. Finally taking one in his hand he asked the clerk the price. The boy said: "One dollar." "Can't you take less?" said the lounge. "No," said the boy, "one dollar is the price."

Some time after the lounge asked for Mr. Franklin, who left his work at the press to wait on him. "What is the lowest you will take for the book?" Asked the visitor. "One dollar and a quarter," said Franklin. "Why, your young man told me it was a dollar." "So, it was, at that time, but I would rather have sold it then for a dollar than to leave my work for a quarter extra." "Well, well," said the lounge, "What is your really lowest price now?" "One dollar and a half," said Franklin, and that right off! And he got it. There was an old copy book headline that contains a great truth. "Industry is the mother of good luck." Micawber waiting for something to turn up is not a good type of the successful man of affairs.

## BUSINESS MORALITY

Henry Ward Beecher once said: "In the long run, a tried and proved character for honor and honesty is the best capital and gives the largest interest. To be sure those things will not alone push a man forward. He must have good sense, enterprise, skill, perseverance and steadiness. But more men stumble from want of moral qualities, than from want of business capacity." Of course there are many men lacking in business morality who seem to have wonderful success. These, however, are not true men of business; they are pirates. A man may make money at public expense, may defraud his workmen, may do many illegitimate things and not get caught. He may amass a fortune and, indeed have honors heaped upon him when he should be in prison—yet, we call this not success. It isn't the kind of success any of our readers wish. The crook succeeds only for a time.

No one will say that A. T. Stewart, the first great store-keeper of New York, made all his wealth in a way that could be commended, but he stood for some things that are praiseworthy. One day an old lady approached one of the clerks and asked regarding some calico: "Will it wash?" "Oh, yes!" said the clerk. "Then, I'll take some and try it," said the old lady. "Why take the trouble?" said the clerk. "I have already tried it." And so the sale was made. Mr. Stewart who overheard the conversation called the young man aside and said: "Why did you tell such an untruth about that calico?" "Oh, it's the way of business," said the young man. "But," said Mr. Stewart, "it seems a poor way of doing business. She will try the goods. She will accuse us of misrepresentation, and will demand her money back, and she will be right." "Oh!" said the young man, "I'll tell her she didn't get the goods here." "No!" said the great merchant, "I don't want goods represented to be what they are not. I want the confidence of my customers. They will buy as soon knowing the truth, as any other way." The sequel to this is that the young man told Mr. Stewart he was a fool as a business man. But the young man was never heard of again. It cannot be repeated too often that honesty is the corner stone of success.



Canadian Cavalry cheering King George and Lord Kitchener as the Royal Train passes