

As a further, but minor, aid to successful progress, be courteous and urbane to all classes of patients but do not handshake and familiarize indiscriminately. Undue familiarity detracts not a little from the influence and prestige of juniors.

In regard to your door plate, let it be of strictly moderate dimensions and the name well and distinctly engraved. It is better to put Doctor than M. D., the former not only looks best but has the advantage of being understood by all classes.

A medical man should always be scrupulously neat in person and appearance and should carefully avoid slovenliness and everything approaching to carelessness or neglect, and particularly so in relation to an unsoiled shirt and collar. Conform, as nearly as may be, to the customs prevailing around you. Young says, "Though wrong, the mode comply, more sense is shown in wearing others follies than your own." The dress, manners and bearing of a medical practitioner should be those of a gentleman and in accord with his noble and dignified calling.

I would earnestly impress upon you, in homely language, the telling fact that clean hands, a well shaved face, or neatly trimmed beard, polished boots, spotless cuffs, a good suit of clothes, and a good hat, not only severally indicate gentility and self-respect but impart a pleasurable self-consciousness of being well dressed and presentable, and such should always be the state and position of the well educated medical practitioner.

*As to dual occupation.*—Many medical men in the country keep drug stores. That is not merely inexpedient but, by entailing additional worry and anxiety, would render the practitioner less capable of fulfilling the responsible and exacting duties of professional life.

*Politics.*—Shun politics and electioneering tactics, for politics, even when honorably pursued, are ruinous to young physicians' prospects. And, later, when his medical reputation is already extensive, they will militate against him although they may not necessarily ruin him.

There will be some difference of opinion as to the wisdom of what I have just stated but, at any rate, these are my views. I would advise you all to vote according to the dictates of your conscience, but to avoid taking any active part in politics.

*Carriage or trap.*—As soon as circumstances justify the step it is well to purchase a good looking horse and well appointed trap adapted to the locality. For, such a turnout is not merely a source of health and gratification to a young beginner but tends to indicate to the public an increase of practice—a matter of no little importance in early professional life in so far as many people look upon success as the master test of merit and are often thereby induced to select, as their medical adviser, an apparently busy and rising practitioner. And thus it may be said, and with some degree of truth, that a medical man can often ride into a practice more quickly than he can walk into one.

*Medical associates.*—You will come across all kinds of qualities in medical practitioners of your particular community. To all let your conduct on every occasion be straightforward and fair; strive to build up a reputation for professional probity and loyalty that will win respect