

One Factor in Success.

(By Frederick E. Burnham, in 'Wellspring.')

'Yes, I had to let Carter go,' said a business man, referring to a bookkeeper lately in his employ; 'I couldn't stand his carelessness.'

'Was he inaccurate about his accounts?' I asked.

'No,' was the reply; 'he was accurate and honest, but his muddy boots and dirty collar were a disgrace to the office. I was ashamed to have a patron of the house come into the office when he was there. I disliked to tell him why he was discharged, but I couldn't do otherwise.'

'You have insulted me!' he said.
'Well, Mr. Carter, you have insulted me nearly every morning for three years,' I replied; 'perhaps you did not see it in that light, but it is a fact, nevertheless; and not only me, but my customers as well.'

The writer is slightly acquainted with a surgeon, who, though past middle age, has met with indifferent success in his calling. He is a very skilled surgeon, and has performed successfully some very delicate operations. The thought has occurred to me that perhaps a certain carelessness of dress is responsible for his lack of practice. It may be that there are those who hesitate to employ him, fearing lest the carelessness that is betrayed in his dress should creep into the prescription or rob of its cunning the hand that holds the lance.

'Tom is teacher's pet,' says some indignant schoolboy; 'she is always helping him. If we were to analyze the qualities that tend to make Tom the teacher's favorite, we would find in the majority of cases that a great factor is personal neatness. It is the boy with the clean hands, the clean tongue, and clothes clean, though ragged, who wins favor in the teacher's eyes.'

A schoolmate of mine, by far the most poorly-dressed boy in the class, was also one of the slowest pupils to grasp an idea, but somehow the teacher made it a point to take special pains with him. I doubt if

many of us understood the reason for this at the time, but it is plain now. He had a desperate hand-to-hand battle with his books for years, but finally he conquered, and to-day he is one of the most promising young physicians of his city. I meet him occasionally, and I notice that the same tidiness that marked his earlier years still clings to him. Of course certain kinds of work necessitate soiled clothes and the absence of starched linen. But this aside, every young person may be at all times clean and neat, and personal cleanliness and neatness are real factors in winning success.

In the race of life the temperate man has the best of it; the drinking man is handicapped. Great things have been done while the brain was excited by stimulants, but greater things would have been done had there been no artificial stimulation. The sober man is always an improvement on the drunken man.—'Memphis Commercial Appeal.'

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