

the popular will deals with that in which it has a personal interest, adjudicates between those who have to go before it asking support. The appeal is to what is most capricious in human nature. Of all things the most difficult to satisfy is self. There is a sense in which men are but grown children, tiring after a time of one favorite and returning to another, wearying of one employment or pastime and yearning for something different. But what makes any judgment really valuable is, the absence of a personal interest by the tribunal in the result. True, there is a sense in which each man has an interest in what affects every other, but that interest is infinitesimal. So is the interest of the public at large in the reputation or success of one of you. Thus it is that while the public may be capricious in choosing between those who are compelled to ask for its favor, it is almost infallibly just in its cool estimate of the character and reliability of those who are engaged merely in the pursuit of their private vocations. Believe, I entreat you, that this is a solemn fact and not a fine spun theory. A pretender to medical knowledge, trading upon the credulity of his patients, will inevitably be found out. The public will rate him at his real value, though he may find some dupes. So in law, the pettifogging practitioner who makes anything, other than his clients' best interest the rule of his practice, will inevitably find himself mistrusted, however shrewdly he may endeavour to conceal his purposes.

So it is in every walk of life. Cleverness alone is unavailing, The interdependence of man upon man is so great, that success in any walk of life without the confidence of one's fellows is well nigh impossible. A man's reputation is half his capital in any business; in some callings, as in law, it is the whole. Hence, on the confessedly low ground of your own interest—policy, if you will—honesty and fair-dealing are essential to success. True, there are men who have succeeded without, but they are merely the exceptions which prove the rule. He who starts for success without honest principles, starts heavily handicapped, and if he succeeds it only shows that he has extraordinary faculties in other respects. Be not deceived by temporary successes on the part of impostors. These seeming successes are but the ripple caused upon the water's surface by a passing breeze. The mighty undercurrent of success runs with honest purposes. Yea, and the shores of commerce are everywhere covered with the stranded wrecks of those who have failed, simply because they have striven to attain the goal by means of shrewdness, trickery and chicanery, instead of honest effort.

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—Men rarely succeed in changing the world: but a man seldom fails of success if he lets the world alone and resolves to make the best of it.—*Lord Lytton.*