SEPTEMBER 3, 1918

CHATS WITH YOUNG MEN

THIS IS MY WORK

Let me do my work from day to day, In field or forest, at the desk or In roaring market-place or tranquil

Let me but find in my heart to say, When vagrant wishes beckon me

astray, "This is my work; my blessing, not

my doom; Of all who live, I am the one by whom

This work can best be done in the

right way." -HENRY VAN DYKE. WHY THE DECISIVE MAN WINS

OUT

By George M. Reynolds in The American Magazine

A country boy decided, before he was twelve years old, that he was going to become a great banker. To day at fifty three he is the president of the largest bank in America, outside of New York City, an institution with nearly half a billion dollars in capital and deposits, and with probably a greater number of accounts than any other bank pos-sesses. He has housed this great business in the finest bank building in the world.

This man is George M. Reynolds of the Guthrie County Bank, of Panora, Iowa, and the Continental and Commercial National Bank, of Chicago In the following article he gives his recipe for doing things. It is : Deci-sion, especially early decision, accompanied by observation and hard work

I believe that Decisiveness is the most vital element in life, whether it. is in business, in politics, or in every day social affairs. The day social affairs. The man who knows what he wants to do is almost

certain to be a winner. The reason is he has a definite goal that he is trying to reach. The goal that he is trying to reach. The very fact that he has picked out a goal means that he wants to reach it. If I were asked what quality in a man would help him more than anything else to win success. I think I should say without hesitation that it is knowing what he wants.

If two men started in a race, and one of them knew where the goal was and the other one did not, which one would you bet on to be the win-The one who knew where he ner ? was bound for would get over or around the obstacles in his way. The other one would turn aside, unting for an easier path, because he wouldn't be sure he was on the right one. What would be the use of bucking his way through if he wasn't sure of where he wanted to go? Chat's why the man with a definite ject will beat his haphazard and But many will come to him certain competitor every time, and through Observation, which seems to object will beat his baphazard and all the time.

The power of decision when backed by industry and observation, is prac-tically certain to bring success-or, rather, to bring a man to success. For success does not come to us. We have to go out and get it.

The first step toward it is early de-cision as to the particular success we want. Life is teo short for the their weak ones. Studying them ordinary man to achieve big things in many lines. Of course almost every boy secretly believes he could be a great general, or statesman, or business man, or almost anything else. And it is a good thing that he executive, a man simply must know The boy who doesn't think he does. could do much of anything, probably ever will. But if he goes ahead, withcut de-would wander around indefinitely never will

ciding whether he is going to be a without getting anywhere. And if, when he was among ree's, or over dangerous shoals, or threatened with general, or a statesman, or a merchant, or some one thing, his inner convictions of his ability won't help him much. You will probably find turned his wheel one way and then him, when he is sixty years old, add the other, he would wreck his ship. ing figures for somebody else, or standing by a machine or holding on

and tried to discover what our lead- to men, and even more so to boys : ing men in business and finance were doing and thinking. Everything that I heard, or read

influer or saw, I tried to apply to my own case. This became a habit: it is surprising to discover how much information can be accumulated by careful reading of the business and financial pages of the newspapers.

When I was a boy, working in a country bank, I attended my first convention of bankers. A thing that impressed me greatly was that many upon others. of the delegates, after traveling long distances to attend the meeting appeared to pay little attention to what was going on and made the convention a pleasure outing. From the first meeting I gained a rule: When at a convention I play the business game; I learn something, nd seldo om come away without hav ing gained some idea applicable to

my own business. Just stop to think what an enor mous amount of information a boy accumulates in the years between twelve and twenty. It may be mere ably will increase with the coming of peace, is for the boy who has the ly a heterogeneous mass of fasts about everything, from baseball to switching engines, and from dogs to day-books. But if there is one thing always in his mind, one thing he is everlastingly curious about, he in-inevitably keeps laying up a hoard of knowledge about that thing. And the result is that he comes to it finallearning the rudiments. ly, not as a tenderfoot in a strange country, but with a certain amount given the decision, and it generally is between business and pleasure. of equipment and of knowledge of ditions which will be invaluable

to him.

If a man chooses to play poker four or five nights a week, if he decides he would rather play golf every after-I do not advocate that a boy's edu cation be specialized to the point of noon than stay in the office, if he aspires to be a society leader, he narrowness. And when I say education, I mean the "education" he digs up for himself quite as much as that must not complain if his business suffers. On the other hand, if a he receives in schools and colleges. The "all-round" man is the high man makes money-getting his whole ambition, he need not be surprised est type of human product, because to find himself disliked or to discover he is able to meet all kinds of people that his better instincts are being on terms of mutual interest and stunted. enderstanding. But-well, I guess it is the difference between a tree After all it is personality that counts, and your personality is very much what you decide early in life it and a bush. A bush starts to put out branches from the ground shall be. Personality embraces the

It is a pleasant object, a nice bush is. qualities of neatness, cheerfulness, But it never gets very far. A tree has one central trunk, which stands courtesy, alertness, patience, unsel fishness and appreciation of human These qualities spall effi like a pillar of steel against all the nature. buffets of storm and stress. And it ciency, and always, efficiency spells goes on, up and up; climbing, ever climbing higher. The branches are fine enough. But they are not the free! The thing that stands and To sum up therefore, these are the assential rules, as I see them :

Choose your life work early gets somewhare, and holds the whole Mak growth together, is the central trunk. early. Make your own rules of conduct Choose your friends carefully.

That, to my mind, is Purpose. Every boy, every man, should form Do more than the routine work of the habit of working for and deciding upon this great central purpose, will to do a definite thing. Decide quickly in all matters, and

His t promptly. If right, ignore criticism ; if wrong, rules for success will come to him from many sources; from books and If right, ignore clay. change without delay. Be neither ex-

Prastice economy. Be travagant nor niggardly. Avoid depending upon your friends. Give as much as you receive from

me the quality next in importance to decisiveness. An office boy, or a hem. Practice diplomacy-it smooths the tunities to study his employer, his father, his father's friends, and the rough sport and gives you the advan-

tage on the next move. Cultivate cheerfulness, to enable you to carry the necessary and throw off the unnecessary burdens. Indulge in sufficient play and rec-

reation to keep the body strong and the mind vigorous. -Be square with yourself as with those with whom you are associated.

OUR BOYS AND GIRLS

SHORT SKETCH OF LIVES OF SAINTS OF THE WEEK

SEPTEMBER 1. -ST. GILES. ABBOT. a collision, he backed and filled and St. Giles, whose name has been held in great veneration for several ages in France and England, is said to have been an Athenian by Every working man, big or little, is a captain of his own special job. extraction hirth. and

and

He

## THE CATHOLIC RECORD

begging him to appoint bishops to many were faithless to the Holy See first, for the influence friends have upon the character of any human being, and, second, for the greater ace they have upon the reputa-of any man. Cultivate the the friendship of worthy and refined persons, not necessarily the wealthy or the prominent. The more friends one has among persons of influence, the better; but there always is danger in these friendships, danger that you may cease to rely upon yourself and rely more and more Assumption with peculiar affection. He gave good laws, and saw to To become a leaner, is to become a failure. To rely upon friends is not only the most certain way to stunt your own growth but a practi-His only wars were wars of defence, inhabitants to be faithful to the cally certain way to lose the friends and he was always successful. God sovereign Pontiff, and vehemently themselves. Real friendships are sent him many and sore trials. denounced all his opponents. So one by one his children died, but great was the power of her word, and value for value. Not only is decision itself more important today than it has ever Stephen was about to die, he sum-and anger, drove her from the city,

been, but it is more essential than ever to decide early. There always is a place open to the boy who is pre-pared to fill it. The great need of the world now, and one which probas a tender plant in Hungary, to follow justice, humility, and charity, preliminary preparation for life work, who can step into office, shop, or factory, and take up his duties without wasting his own time and the more valuable time of others in Queen of Heaven, august restorer

in life. of a prostrate world, to care I commend the thy A business man is pretty much what he makes himself. To him is Church, my people, and my realm Holy and my own departing soul." And then, on his favorite feast of the Assumption, A. D. 1038, he died in peace

SEPTEMBER 4,-ST. ROSALIA, VIRGIN.

St. Rosalia was daughter of a noble family descended from Charlemagne. She was born at Palermo in Sicily, and despising in her youth worldly vanities, made herself an abode in a cave on Mount Pelegrino, three miles from Palermo, where she completed the sacrifice of her heart to God by

austere penance and manual labor. sanctified by assiduous prayer and the constant union of her soul with God. She died in 1160. Her body was found buried in a grot under the mountain, in the year of the jubilee, 1625, under Pope Urban VIII, and was translated into the metropolitan church of Palermo, of which she was chosen a patroness. To her patronage that island ascribes the the uncertainty of earthly happi-served ascribes the patronage that island ascribes the ceasing of a grievous pestilence at the same hour.

St. Rose of Viterbo, who is honor-

the eleven sees he had endowed, and to bestow on him, for the 'great-er success of his work, the title of king. The Pope granted his re-quests, and sent him a cross to be borne before him, saying that he regarded him as the true aposite the second filled with grace; with tottering steps she sought Jesus in His tabernacle, she kneit before sacred images, she list-ered to pious talk, retaining all she heard, and this when she was scar-regarded him as the true aposite of heard, and this when she was scarof his people. His devotion was habit covered her flesh; fasts and fervent. He placed his realms un-der the protection of our blessed Lady, and kept the feast of her burning wish, and for this she received her mission from the Mother of God, who gave her the Franciscan their execution. Throughout his life. habit, with the command to go forth in solitude for her end. Sh died in her eighteenth year. Not long after,

she appeared in glory to Alexander IV, and bade him translate her body. He found it as the vision had said, but fragrant and beautiful, as if still SEPTEMBER 5.-ST. LAURENCE

BLESSED VIRGIN

The birth of the Blessed Virgin

JUSTINIAN.

Laurence from a child longed to be a Saint ; and when he was ninevas stretched on a hard and painful teen years of age there was granted tree." Laid upon the straw, he ex-claimed in rapture, "Good Jesus, bebold I come." He died A. D. 1435, to him a vision of the Eternal Wis-dom. All earthly things paled in his eyes before the ineffable beauty of this sight, and as it faded away a aged seventy-four. void was left in his heart which SEPTEMBER 8.-THE NATIVITY OF THE

none but God could fill. Refusing the offer of a brilliant marriage, he fled secretly from his home at Venice, and joined the Canons Reg-Mary announced joy and the near approach of Salvation to the lost ular of St. Gaorge. One by one he crushed every natural instinct which world. Mary was brought forth in could bar his union with his Love. the world not like other children crushed every natural instinct which

When Laurence first entered re-ligion, a nobleman went to dissuade some contagion of sin, but pure, ligion, a nobleman went to dissuade him from the folly of thus sacrificholy, beautiful, and glorious, adorned ing every earthly prospect. The with all the precious graces which young monk listened patiently in became her who was chosen to be turn to his friend's effectionate appeal, scorp, and violent abuse. Calmly and kindly he then replied. mortality; but in the eyes of Heaven the Mother of God. She appeared

ness, and the incomparable superior ornaments of grace. If we cele ity of the prize he sought to any his brate the birthdays of the great friend had named. The nobleman ones of this earth, how ought

came a fellow novice with the Saint, giving for the great mercies He and his holy death bore every mark has shown in her, and imploring that he too had secured the treasures her meditation with her Son which never fail. As superior and in our behalf; Christ will as general, Laurence enlarged and not reject the supplications of His strengthened his Order, and as bis-hop of his diocese, in spite of sland-to obey whilst on earth. Her love, er and insult, thoroughly reformed his see. His zeal lead to his being appointed the first patriarch of Ven-the charity and graces with which appointed the first pairtarch of ven-tice, but he remained ever in heart the charity and graces with which and soul an humble priest, thirsting for the sight of heaven. At length the eternal vision began to dawn. "Are you laying a bed of feathers for me?" he said. "Not so; my Lord was stratched on a bard and pairty

we

the state of the

GUARAN

FROM TRAPPER

TO WEARER"

There are many different ways of getting on in the world. It does not always mean making a good deal of money, or being a great man, whom people look up to with wonder. Leaving off a bad habit for a good one is getting on in the world : to be clean and tidy, instead of dirty and disorderly, is getting on ; to be careful and saving, instead of thoughtless and wasteful, is getting on ; to be and wasteful, is getting on ; to be kind and forbearing, instead of illnatured and quarrelsome, is getting on; in short, when we see any one properly attentive to his duties we may be sure that he is getting on in the world.



THE ARNOTY INSTITUTE



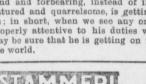
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little job-still wondering which of the great fields of human endeavor he should have picked out. If a man wants to be a jack of all-

trades, very well. But he must inevitably expect to be master of none. There is pretty sure to be something wrong with a young man who has reached the age of twenty one without having decided what he wants to

The trouble may not be entirely with the boy himself. Decisiveness is a quality which is not, I believe, inherent in most human beings. But it can be developed and cultivated in them. And this should be definitely done by parents and teachore.

Any boy can be trained in decisiveness. Even little children can be taught to decide things. They should be made to settle the small problems of their daily lives. They can be helped, of course. Their judgment must be trained. But make them settle things-and then stick to their decisions. They will learn more by one such experience than by twenty sermons as to what they should or should not do.

An early decision in choosing one's life work is vital. For one thing, it increases a man's chance of success by as many years as he beats his competitor in beginning the actual struggle. Boys waste years by not making up their minds to what they intend to do. By deciding when I was twelve years old, that I was gomany for you. ing to be a banker, I gave myself a start that was worth a lot to me.

My ambition was taken seriously and I was encouraged in it. I rea-lized that there were many things I ought to know, even as a banker in ought to know, even as a banker in a that point that print that print that point the the start readship of the

It may be handling a machine or a set of books, running an engine or a bank. It doesn't matter which. If he can't make up his mind what to do in one amageneous he is going to was impossible for him to enjoy in him to enjoy in he can't make up his mind what to do in an emergency, he is going to wreck this job of his. At best, he won't get ahead with it to a definite retirement which was the chief ject of his desires on earth. point of achievement.

from the advice of others.

clerk, or a stenographer, has oppor

men in the office or other establishment where he works. He can

will kelp him to form his own rules.

I believe he will find, in every man whe is a leader among his fel-

lows, that habit of decision on which

what he wants done. A sea-captain who left port with

I lay so much stress. To be a

decisiveness.

therefore sailed to France, and chose There never has been a time in the history of the human race when the cultivation of the power of decis-ion and of the power of observation in a forest in the diocese of Nismes.

was as important as it now is. The men who are leading in war, who are solitude, living on wild herbs or men who are leading in war, who are directing Governments, who are roots and water, and conversing only grasping the great world problems, with God. We cad in his life that are decisive men, and men cager and he was for some time nourished quick in observation.

with the milk of a hind in the forest, which, being pursued by hunters, Rules for success are everywhere. What most of us need is to cultivate field for refuge to the Saint, who was that keenness of perception which will enable us to recognize them as of value to ourselves. Read to get something out of the book, magazine which he wrought, and which render. something out of the book, magazine or newspaper that you can adapt to yourself. Observe people with the idea of obtaining something applic-able to your own career. St. Giles was highly esteem-ed by the French king, but could not be prevailed upon to forsake his

able to your own career. Biographies, especially of men who have been leaders in your own chosen line, always are of value. In each ent discipline in the monastery of you will discover some hint of con-which he was the founder, and which you will discover some hint of con-duct, some trait of character, worthy of being set down in your own rules. Men do not always rise over the same steps, but the general upward ing abbey of the Benedictine Order

SEPTEMBER 2 .- ST. STEPHEN, KING

course is the same, and knowing the Geysa, fourth Duke of Hungary was, with his wife, converted to the Faith, and saw in a vision the steps others have taken will case

Decide, among the first things, who your friends shall be. The enmartyr St. Stephen, who told him that he should have a son who tire fabric of society, politics, and, more than either, business, is built gun. This son was born A. D. 977 upon friendship. One of the most and received the name of Stephen untrue of sayings is that friendship He was most carefully educated, ceases when business enters. It is and succeeded his father at an at that point that friendship of the best sort begins and where it has its greatest test. He began to root out idol.try, suppressed a rebellion of his pagan subjects, and founded

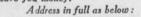
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