

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 loom,

WHY THE DECISIVE MAN WINS OUT
By George M. Reynolds in The American Magazine

A country boy decided, before he was twenty years old, that he was going to become a great banker.

I believe that Decisiveness is the most vital element in life, whether it is in business, in politics, or in everyday social affairs.

The reason is he has a definite goal that he is trying to reach. The very fact that he has picked out a goal means that he wants to reach it.

The power of decision when backed by industry and observation, is practically certain to bring success—rather, to bring a man to success.

But if he goes ahead, without deciding whether he is going to be a general, or a statesman, or a merchant, or some one thing, his inner convictions of his ability won't help him much.

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 do.

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.

My ambition was taken seriously and I was encouraged in it. I realized that there were many things I ought to know, even as a banker in my little home village, and I decided upon a plan to inform myself: I read the newspapers; I studied the market, the financial and business pages,

and tried to discover what our leading men in business and finance were doing and thinking.

Everything that I heard, or read, 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, and when my first convention of bankers. A thing that impressed me greatly was that many 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.

Just stop to think what an enormous amount of information a boy accumulates in the years between twelve and twenty. It may be merely a heterogeneous mass of facts about everything, from baseball to switching engines, and from dogs to day-books.

I do not advocate that a boy's education be specialized to the point of narrowness. And when I say education, I mean the "education" he digs up for himself quite as much as that he receives in schools and colleges.

Every boy, every man, should form the habit of working out and deciding upon this great central purpose, or will to do a definite thing. His rules for success will come to him from many sources; from books and from the advice of others.

But many will come to him through observation, which seems to me the quality next in importance to decisiveness. An office boy, or a clerk, or a stenographer, has opportunities to study his employer, his father, his father's friends, and the men in the office or other establishment where he works.

There never has been a time in the history of the human race when the cultivation of the power of decision and of the power of observation was as important as it now is. The men who are leading in war, who are directing Governments, who are grasping the great world problems, are decisive men, and men eager and quick in observation.

Rules for success are everywhere. What most of us need is to cultivate 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 or newspaper that you can adapt to yourself. Observe people with the idea of obtaining something applicable to your own career.

Decide, among the first things, who your friends shall be. The entire fabric of society, politics, and more than either, business, is built upon friendship. One of the most untrue of sayings is that friendship ceases when business enters. It is at that point that friendship of the best sort begins and where it has its greatest test.

to men, and even more so to boys: first, for the influence friends have upon the character of any human being, and second, for the greater influence they have upon the reputation of any man.

To become a learner, is to become a failure. To rely upon friends is not only the most certain way to stunt your own growth but a practically certain way to lose the friends themselves.

Not only is decision itself more important today than it has ever been, but it is more essential than ever to decide more. There always is a place open to the boy who is prepared to fill it.

After all it is personality that counts, and your personality is very much what you decide early in life it shall be. Personality embraces the qualities of neatness, cheerfulness, courtesy, alertness, patience, unselfishness and appreciation of human nature.

Practice diplomacy—it smooths the rough spots and gives you the advantage on the next move. Cultivate cheerfulness, to enable you to carry the necessary and throw off the unnecessary burdens.

OUR BOYS AND GIRLS
SHORT SKETCH OF LIVES OF SAINTS OF THE WEEK
SEPTEMBER 1.—ST. GILES, ABBOT.

St. Giles, whose name has been held in great honor for several ages in France and England, is said to have been an Athenian by birth, and of noble extraction.

SEPTEMBER 2.—ST. STEPHEN, KING
Geyes, fourth Duke of Hungary, was, with his wife, converted to the Faith, and now in a vision the martyr St. Stephen, who told him that he should have a son who would perfect the work he had begun.

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begging him to appoint bishops to the eleven sees he had endowed, and to bestow on him, for the greater success of his work, the title of king.

Stephen was about to die, he summoned the bishops and nobles, and gave them charge concerning the choice of a successor. Then he urged them to nurture and cherish the Catholic Church, which was still as a tender plant in Hungary.

St. Rosalia was daughter of a noble family descended from Charlemagne. She was born at Palermo in Sicily, and desiring in her youth worldly vanities, made herself an abode in a cave on Mount Pellegrino, three miles from Palermo.

St. Rose of Viterbo, who is honored on this same day, was born in the spring of 1240, a time when Frederick II was oppressing the Church and

many were faithless to the Holy See. The infant at once seemed filled with grace; with tottering steps she sought Jesus in His tabernacle, she knelt before sacred images, she listened to pious talk, retaining all she heard, and this when she was scarcely three years old.

SEPTEMBER 5.—ST. LAURENCE JUSTINIAN.
Laurence from a child longed to be a Saint; and when he was nineteen years of age there was granted to him a vision of the Eternal Wisdom.

SEPTEMBER 8.—THE NATIVITY OF THE BLESSED VIRGIN
The birth of the Blessed Virgin Mary announced joy and the near approach of Salvation to the lost world. Mary was brought forth in the world not like other children of Adam, infected with the loathsome contagion of sin, but pure, holy, beautiful, and glorious.

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giving for the great mercies He has shown in her, and imploring her meditation with her Son in our behalf; Christ will not reject the supplications of His mother, whom He was pleased to obey whilst on earth. Her love, care, and tenderness for Him, the title and qualities which she bears, the charity and graces with which she is adorned, and the crown of glory with which she is honored, must incline Him readily to receive her recommendations and petitions.

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.

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