

The Young Man and His Problem

By JAMES L. GORDON

THE CARE OF THE BODY

When Jay Gould was worth the sum of one hundred million dollars he carefully laid aside ten million dollars and protected the latter amount by legal documents in such a way that no matter what happened he would never be worth less than ten million dollars. Had he been as thoughtful concerning his body as he was concerning his wealth, he might have lived to enjoy his material possessions, but at fifty-six years of age, when most successful men are thinking of personal plans for the enjoyment of their wealth, this man discovered that his health was not equal to his wealth. Wealth without health is an exceedingly poor article of merchandise. And Jay Gould discovered this fact, and so did his friends, when, one day, seated in the private office of a great corporation and surrounded by a score of men as famous and successful as himself, he suddenly lost all control of himself. The tears ran down over his face as a nervous spasm swept over his physical system, while his millionaire friends began to realize that he who could command the market could not command himself. Health is wealth, and, as one old philosopher has remarked: "At forty a man is either a fool or a physician."

GREAT ORATORS.

Great orators have usually been men of superb physical strength. Spurgeon was built on a physical plan which seemed to be four-square. His digestive apparatus matched his shoulders. His shoulders matched his neck. His neck furnished a broad foundation for his head. The lower part of his head and face was broad and massive, providing a solid foundation for his mental machinery. He was built for hard work. Talmage possessed a set of muscles hardened by labour on his father's farm. The muscles of his neck were stout as bars of iron, or rods of steel. The physical vibrations of his body sounded forth in a voice of thunder. He was a physical giant. When Wm. E. Gladstone met Dwight L. Moody for the first time, he said: "Mr. Moody, I wish I had your shoulders." Mr. Moody possessed shoulders about six inches broader than those of the average man of large physical development. His vital force was tremendous. When somebody remarked to Henry Ward Beecher concerning Mr. Moody, "He has, certainly, a double portion of the Holy Spirit resting upon him," Beecher replied, "Look at those shoulders, I should think there was ample room in that body for a double portion of spiritual power." Daniel Webster, the greatest orator which America has ever produced, was a man of such perfect physical proportions that the people of London turned to gaze upon him wondering if he might be some visiting monarch walking through the streets of the great metropolis. What is true in the realm of oratory is true of every other realm of human achievement. Strength of body is the foundation on which we must build. The man whose bodily strength is uncertain is at a decided disadvantage in the struggle for success. Therefore study the laws of your own body. Avoid all physical excesses. Favor your physical frame as you would the health of a valued partner in business. Health is wealth.

HOW TO SELECT A PARTNER.

Andrew Carnegie in his biography of James Watt, says that the value of partnership is in the bringing together of men of opposite temperaments and thus blending the characteristics of men who are entirely different in their gifts and talents. This results in such a combination of experience and ability that the chances of success are increased a hundredfold. Carnegie himself was a fine illustration of business ability in the selection of his partners. He affirms that his success has been largely due to his talent for discovering ability in others. It is said that Napoleon seldom made a mistake in his judgment as to the strength and weakness of his captains and generals.

Success in life very largely depends upon the character of the men and women whom we select as partners, associates and assistants. Place little reliance upon any untruthful man, no matter how brilliant he may be. The man who will lie for you will some day lie against you. The business liar ruins his own character and casts a shadow upon all those who are in any way identified with him. When you catch a man in a straight lie, keep both your eyes on him. As a business acquaintance he is unreliable and as a partner the chances are that in the end he will injure you.

THE MAN WITH A TEMPER.

Be slow in identifying yourself with a man who possesses a violent temper. The man without spirit is of little value. Most successful men are peculiar in some respect and particular, but the man who possesses an uncontrollable temper will cause you embarrassment and trouble. Measure his temper in contrast with his will power, and ascertain, if you can, which is the stronger.

BAD HABITS.

Be on your guard against the man who is the victim of any dangerous habit. There are as many drug fiends as there are liquor fiends. The man who depends regularly on an artificial stimulant of any sort is not to be depended on. What you need in business is "brains," and not visions or dreams. The man who saturates himself with liquors and drugs is not to be relied upon. He is suffering from a mild form of insanity. He may seem to be all right, and occasionally he may appear to be exceedingly brilliant but he will fail you in some vital emergency. If ever a man needed a clear head in business it is to-day.

THE MAN WHO TALKS TOO MUCH.

Be careful not to identify yourself in business partnership with the man who talks too much. A talking machine is not the most reliable piece of furniture in a store or office. Pleasant manners will always have a business value, but the persistent talker, who makes more promises than he can keep, who consumes hours explaining why his plans and schemes failed to operate, or who grows tearful and pathetic, expatiating on the subject of religion, or eloquent and wrathful discoursing on political questions, while mail orders remain unfilled—such a mortal will bring your business concern little strength, and prove to be a source of constant annoyance and irritation.

Make no partnership with the man of known immoralities. Sin is expensive and a sensual partner may find it necessary to encroach upon the income of the business establishment which bears his name in order to provide the luxuries of dissipation for his leisure moments. Look for the man who will bring you strength and not weakness. Search for the man who is clear-brained and level-headed, and who has in his mental make-up, a fair allowance of good, ordinary, common sense—some folks call it "good horse sense." Don't count too much on "brilliant" men. Steady qualities wear the best in business life. Next in importance to the selection of a wife, comes the selection of a business partner. Identify yourself with the man who has won the respect and confidence of those who know him.

NEVER MIND HOW YOU FEEL!

Napoleon said that he admired the man who possessed "2 o'clock in the morning courage." He referred to the type of courage, the possession of which enabled a man to roll out from beneath the blankets at 2 a.m., without any regard for cold weather or a stormy atmosphere. Anthony Trollope affirms in his autobiography that he wrote two hundred and fifty words every day, carefully reviewing each page four times in order to correct and improve, and that he did this daily and faithfully without any reference to his mood, and without waiting for any "inspiration" such as belongs to the experiences of a literary life. Inspirations are not to be despised, but Trollope never waited for an inspiration. That is a pathetic incident in the life of Stoddard, the actor, when he is called upon to take part in a light, happy, laughing drama, even while he carries in his pocket a letter informing him of the death of his mother in a foreign land—a smile on his face, laughter in his mouth and yet his heart breaking with sorrow. What splendid nerve. Grant with his foot crushed by a falling horse, orders an advance for his great army, while four soldiers carry the determined general forward on a hospital stretcher. Robert Louis Stevenson walked on the edge of the grave all the days of his life. He said as he looked back over a successful career, "Death had me by the heels," and yet what volumes he wrote! The race is not always to the swift nor the battle to the strong.

MEN WHO NEVER THINK.

The kings of the earth are the men who think. The difference between men is not so much in face or form as it is in mental force. Why is it that one man receives a compensation of \$800 a year, while another draws a salary of \$1800 per annum? The difference usually consists in the fact that one man uses his brains while the other does not. Some men never learn to think. It was while Columbus was at Barcelona that the famous incident with reference to the egg occurred. You will remember that Pedro Gonzales de Mendoza, Grand Cardinal of Spain, the first subject in rank in his own country, extended an invitation to Columbus to enjoy a banquet in his palace and meet the chief men of the kingdom. Columbus was assigned the most honorable seat at the table. One of the noblemen seemingly jealous of the honors and compliments heaped on the great discoverer, asked him if he imagined that if he had not discovered the new world nobody else would have been able to do so. Columbus kept perfectly cool and calm. But, taking an egg from the table, he invited each one of the company to try if he could make it stand upon one end. Each one attempted and failed. Columbus struck the egg gently upon the table so as to break the end, leaving it standing upon the broken part. "Ah!" said his critic, "I could have done that, if I had only thought!" "Yes," said Columbus, "and you could have discovered the Indies if you had only thought."

DO NOT DRIFT.

The Nineteenth Century produced two great statesmen: Gladstone and Disraeli. These two men stood face to face as political opponents for decade after decade. They differed in voice, in manner, in dress, in temper, in style and in the ambitions which possessed them. Both these statesmen were called upon to address a certain well known university in Great Britain, and each came with his own message to the university students. Disraeli said to the young men: "If you would succeed, know the spirit of the times in which you live." Gladstone said: "Do not drift with the age. Have fixed principles." Here are two exhortations. Link them together and you have in them the wisdom of a successful politician and the virtue of a true statesman. "Know the spirit of the times," but "Have fixed principles—Do not drift."

THE VALUE OF CHARACTER.

When General Robert E. Lee was conversing with one of his officers with reference to a certain movement of his forces, a plain, unassuming farmer's boy overheard the General remark that he had decided to march upon Gettysburg instead of Harrisburg. The boy with the assistance of his father telegraphed this fact to Governor Curtin of Pennsylvania. A special engine was sent for the boy. "I would give my right hand," said Governor Curtin, "to know if this boy tells the truth." A corporal replied, "Governor, I know that boy; it is impossible for him to lie; there is not a drop of false blood in his veins." In half an hour the Union troops were marching to Gettysburg where they gained a magnificent victory.

TAKING A SUGGESTION.

Are you willing to learn? Are you willing to receive a suggestion? Can a friend call attention to a weak point in your character and be sure of his own personal safety after having done so? When the world renowned evangelist, "Gypsy Smith" came to America, he called on Ira D. Sankey, the great singer, and explained to him, that he would like to do some special evangelistic work in Brooklyn and New York. Gypsy was dressed in a plain suit of clothes and wore a clean, white laundried shirt, snow white, with collar to match—but no neck-tie. Gypsy had never worn a neck-tie. He called on preacher after preacher, but they seemed disinclined to engage his services. Finally Ira D. Sankey invited him out for a drive one afternoon and said to him in the course of the conversation: "Gypsy, why do you not wear a neck-tie?" His answer was: "Really, I don't know." "Well," said Sankey, "you will do better if you wear a tie." The next day Gypsy appeared with an extra addition to his toilet—a white tie, appropriate and becoming to the man and his profession. There is just about one man in a hundred to whom it is safe to make a personal suggestion. "Gypsy" Smith is one of them.