

not looking upon it merely as a means of getting a living for himself and those dependent on him. Is it not a fact, however, that the first and foremost thing many of us concern ourselves about is the dollars—not those qualifications which would make the reward inevitable, as if we would seize the prize at the goal without earning it in the race?

Now, financial success in any trade or profession is the result of definite rules, and may be achieved by anyone who observes the rules and possesses sufficient intelligence and force of character to apply them. This one qualification must always be observed, however—he must be proficient without which failure be the result.

It is commensurate with the amount of business one can command, other things being equal. Theoretically, the ideal dentist, aiming at professional success, should have less concern about his income than how he can render the best service to his patrons, treating rich and poor alike, and doing for each what his best judgment dictates, thus leaving financial conditions to follow as a result of honest endeavor. Practically, we cannot always do this, however, as the materials used are mostly of a costly character, preventing their use often in consequence of the inability or unwillingness of the patient to pay the fee, even moderate though it be. I will venture the assertion, however, that if we give all the help we can in our sphere of usefulness to others, complying as far as possible with the conditions of success, the eternal law of recompense will be made good. An unselfish, honorable ambition is an excellent quality for one to cultivate; a laudable ambition which incites a man to win success for himself, and thereby elevate the dignity of his profession; an ambition, creating an enthusiasm and devotion to his work, and a desire for increase of knowledge. It is easy to work the muscles when the mind is enlisted in the service. To hold your place, put purpose in your work. If you will consider it a slavery, it will be so. If you make it a stairway by which to ascend to better things, it will be so. Degrade your work by unprofessional tactics, and you will go down in the public estimation. Lift your work up by every honorable means in your power, and you will mount with it. "Seest thou a man diligent in his business? he shall stand before kings; he shall not stand before mean men." Do your work with your whole soul. Let your motto be, "The best I can do is the worst I will do."

Ethics is nothing more than a system of morals, so plain that any man with sufficient intelligence to enter our ranks may read and understand while he runs; but instead—and not to our credit—we find men in our ranks who are not sufficiently honest to allow their intercourse to be governed by the natural instincts of gentlemen, acting in utter disregard of the code by which they should be governed, and engaging in deception, empiricism and humbuggery,