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The Wealth in Endeavor.

ans to ends is infinitely more import-

The world's great doers know very

The world's great doers know very well that if you are not making a manly or a womanly struggle to establish a place for yourself, there is something wrong; either you have not the ability or you have not the inclination. And human nature is so constituted that they will only hold you in contempt for your reconce

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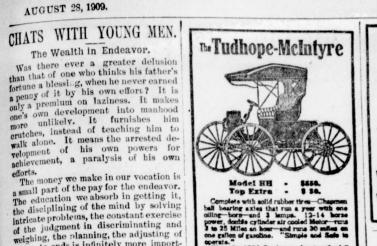
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ROMAN INDEX





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it is the amputation of a limb, or even it is the amputation of a limb, or even death itself. When we know that it is absolutely impossible for us to get away from a thing, no matter how hard or how trying it may be, we then brace ourselves to accept it heroically; but the listle annoyance, the little things which sting and which take us when we are noprepared, these are the things which often make us cowards.

take risks, to take the initiative. dare to take risks, to take the infinitive. When do you expect to do anything distinctive in life? When do you ex-pect to get out of the ranks of medio-erity? The men who do original things often make us cowards. We know men who are in perfect We know men who are in perfector misery when there is any little friction among their employees, any unpleasant-ness in the business, but who, when great losses or emergencies come, are equal to the occasion and accept the situation heroically. are fearless. There is a lot of due in their make-up, a great deal of boldness. They are not afraid to take chances, to shoulder responsibility, to endure in-convenience and privation. Sand.

There never was a time when the quality of courage was so absolutely in-dispensable in the business world as it Large numbers of people have brilli-ant qualities; they know a great deal, are well educated, but they lack sand, is to-day. It does not matter how many staying power. They can't stand by a proposition and see it through thick and man, it you lack courage you will never get anywhere. Not even honesty or perseverance will take its place. There is no substitute for courage. It does not matter how well educated you may be, or how go.d a training you may have had for your vocation if you are a hesitator, if you lack that courage which dares to risk all on your judgment, yon will never get above mediocrity. The men who stand at the top of their line of endeavor stand there be-cause they have the courage of their convictions. They had the courage to limb, had the new the the courage to qualities you possess young convictions. They had the courage to dimb, had the nerve to undertake even against the advice of others. through panies, with short capital. takes a man with staying qualities, with a cool, clear head to guide a busi-Forget the Disagreeable.

ness through great commercial crises. Some people are so unfortunately con-Success.

OUR BOYS AND GIRLS.

The Winner.

Some people are so unfortunately con-stituted that they do not seem able to remember pleasant, agreeable things. When you meet them or call on them, they always have some sad story to tell; some unfortunate thing has happened to them or is surely going to happen. They tell you about the accidents, the narrow escapes, the losses, the allicitions, the misfortunes they have had. The bright days, the pleasant days, the happy experiences, they seldom mention; they drop out of their memory. They recall only the disagreeable, the ugly, the dis-cordant, and the crooked things. The Winner. The big plot of strawberry plants lay in the glistening rows in the early morn-ing simlight, each pointed leaf tipped with a shining drop of gathered dew which glistened and sparkled as the sun showed his rotund face over the ridge of Natick Hills in the distance. Here and there a tiny speck of red peeped from among the shining foliage where some already ripened strawberry raised its head above the leaves told of fruit ready and waiting for the hand of the harves-ter. ordant, and the crooked things. The rainy days make such an impres-sion upon their minds that they seem to

think it rains about all the time. There are others who are just the reverse. They are always talking of the pleasant things, the good times, the agreeable experiences of their lives. I know some of these people who have had all sorts of misfortunes, losses, sorrows, and yet they so seldom speak of them, or refers to them they are would think they

think it rains about all the time.
There are others who are just the pleasant things, the good times, the greense. They are always talking of the farves that any things, the good times, the greense of their lives. I know some of these people who have had all sorts of misfortunes, losses, sorrows, and yet they so seldom speak of them, or refer to them, that they never had any thing in their lives but good fortune, that they never had any the lives but good fortune, that they never had any the memis, and that everybody had been kind to them. These are the people who attract us, the people we love.
The habit of turning one's sunny side toward the dark, that the life can only radiate gloom.
Can Not Stand The Little Things.
Some people who would walk boldly, without linching, through great trials



Tom Milbur bent to his task with gen-ine ardor. That labor meant much to lad in a financial respect. Being the dest of five children just bereft of their father the money Tom earned meant actual meat and drink to the mother and orphaned children. The lad had risen before the sun was up hat morning, that he might be early in the field and complete his task.

"I'll get up and get to work early, nother and then I can be through earlier, and maybe Mr. Morse will have some-thing more around the place for me to he had said the night before.

"We'll manage it, Tom," she said uietly but the lad knew her voice was less hopeless and his heart bounded with the joy of service.

"I've picked four dozen boxes of berries, Mr. Morse," said Tom as he put

lown his last box. "Good," said Mr. Morse.

Tom's eyes sparkled.

"Mother can manage to do such a lot with a dollar," he said. Twenty-five cents a dozen boxes was the strawberry ickers' wages. "I'll guarantee she can," returned

Mr. Morse. The June sun was 1 ot in the unpro-tected field, and Tom stood wiping the perspiration from his heated face. "What do you suppose she could do with two dollars. Tom?" asked Mr.

"More," said Tom wondering. "As a matter of fact, Jed Simpson has

"As a matter of fact, Jed Simpson has gone back on me for delivering these berries and I had sort of notion you'd make a good lad to take his place." Tom's eyes widened with pleasure. "I could try it," he said. But Sidney White interrupted. "I'd like to do the pedding," he said. "Just so! I'd like to have had you come here earlier this morring, as Tom

me here earlier this morning, as Tom

Late that evening Tom laid a couple

of crisp new one dollar bills on the table in front of his mother. "They'll help a little, mother," he said. "They'll help a lot, my son," she cor-

rected. "And Mr. Morse says he'll use m

wery minute I'm out of school and all had be summer vacation," said Tom. Mrs. Wilbur waited a moment before

Mrs. Wilbur waited a moment before she answered. "Yes, Tom, I know, John Morse came in this afternoon to see me about it. He wanted me to tell you that you know how to be prompt and get your work done in time to start on something else." "It's just common scnse to do that, mother, so work won't pile up ahead," laughed Tom. Mrs. Wilbur put a loving hand on her hov's shoulder.

boy's shoulder. "That's what a'l doing right is, Tom -just obeying God's will and command-ments all the days of your life," she said gently.

can do yourself.

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earned it.



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Can Not Stand The Little thinks boldly, good price for perfecte can reap the Some people who would walk boldly, I've a notion everyone can reap the thout flinching, through great trials little harvest if he'll try. If he started without flinching, through great trials and troubles, shrink from little annoy-

it rains about all the time.

DEHAUX

DON'T SEND ME A CENT.

out with an extra good set of brains in his head so much the better for him ; but Somehow it is easier to brace oneself for a great ordeal than to be constantly attacked by the petty anoyances of every-day life. It is the little stings, the little bites, the little unpleasantness that demoralize and make cowards of most of us. We can stand the great things better because there is some thing in human nature which braces us up for the inevitable, no matter whether

work off a row at a time so's to be sure and get them all," explained Mr. Morse

old Spectacles Free

work off a row at a time so's do be ease and get them all," explained Mr. Morse. Tom nodded. "The dew is drying now, and I could begin as soon as I've been home to breakfast," he said. "The sooner you begin the better, be-cause we can get to peddling earlier," said the man heartily. An hour later Tom Wilbur had been home to breakfast and returned to the strawberry patch, ber ding over the vines and putting the leaves back with one hand, while he picked off the luscious ripe fruit with the other. "What splendid berries! They fill up a basket in no time;" he said happily as he bent to his task. "Working?" asked a boy's voice. Tom had already filled a d.zen of the little square boxes and was commencing DON'T SEND ME A CENT. Is I am going to give away at least one-bundred-thousand pairs of the Dr. Hanz amous "Perfect Vision Special condition. The spectacle-wearder, in the next few mass-on one easy, simple condition. The spectacle wearder, in the next few mass-on one casy, simple condition. The spectacle wearder, in the next few mass-on one casy, simple condition. The spectacle wearder, in the next few mass-on one casy, simple condition. The spectacle wearder, in the next few mass-on match how weak they may be, the fine the smallest eyed needle you can be with them to any test you like in the spectacle clearest and best-fitting glasses you have become absolutely and players by may cover had on your cyes and if they honesly make you see just as well as you rever did in your younger days you can keep them forever without a cent of pay and wither DO ME A GOOD TURN little square boxes and was commencing on the second row of vines when fidney Wilde came on the scene of action and "Working," agreed Tom.

"Mr. Morse said you would show me where to commence in to work," said JUST DO ME A GOOD TURN

"Right on the next row. It's to be "Right on the next row. It's to be like cranberry picking, and each fellow to have his own row," informed Tom. "I hope it's a good fat row," said Sid-ney, as he set to work with a deal of de-liberation. Within the next hour there were half

JUST DO ME A GOOD TURN by showing them around to your neighbors and thends and work to your neighbors and thends and work optimity. Wonters, help put introduce the wonderful Dr. Har "Porfect Vision" Spectacles in your tocality on this easy, simple condition? If you are a genuine, bona-fide spectacle-frarer (no children need apply) and want to do me this favor, write me at once and just say: "Dear Doctor:-Mail me your Perfect Homo Eye Tester, absolutely free of charge, also full Spectacle Offer," and address me personally and I will give your letter my own personal Haur Building, St. Louis, Me. SOTH:-The above is the largest Mail Order Spec-NOTH:-The above is the largest Mail Order Spec-tacle House in the world and is perfectly reliable

Declaration of Independence and was the third President of the United States, preserve my memory when I am dead. All the use to be made of it is, that this the third President of the United States, also thought out these ten rules, which every boy and girl would do well to re-member and prectice: Never put off until to-morrow what you can do to-day. Never trouble another for what you can do yourself.

Never spend money before you have true when you come to make up the account.

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