

no-incomplete work. After a time thoroughness will become a fixed habit of the character, and will need little further attention.

Now a love of accomplishment leads to the exercise of perseverance in the face of difficulty, that habit of stick-at-it-ive-ness so essential to success. I know a class of boys who selected for their motto, "We'll find a way or make it." The teacher arranged it on a large card and hung it before them. I cannot tell, perhaps I have no idea myself, how much some boys were helped by that simple device. Something more than a mere motto is needed though. Boys and girls must be led to *face* difficulties and to overcome them. They must be backed up with all needed encouragement, but never, *never*, NEVER, lifted over them. It makes me sick to hear a class of children ten, twelve or fourteen years of age say, "We can't do that, teacher never showed us that." My heart leaps with joy when one out of such a helpless crowd says, "Let us try it."

Akin to the habit of thoroughness is the habit of neatness. The motto of the graduating class of the Oswego Normal School this year was "Not how much, but how well." While this covers all the ground, you see how beautifully it applies to all manual work. The teacher should accept no careless work. Commend every effort that shows care and painstaking. Above all lead your pupils to do their very best at all times. A boy will seldom say he has done his best when he has not and if you really expect it you can get it. Watch a child doing his best work. It is a beautiful sight. All his energies concentrated on one purpose. His eye sparkles, his face is aglow, his brain seems to bulge out in places as the faculties are exercised, his soul seems to grow as you watch him. And so it does, it is only when we do our very best that we really grow.

Associated with industry, perseverance, and painstaking is *punctuality*, a habit which schools may do much to cultivate but which, in many cases, is wofully neglected. A boy who is habitually late at school will be late at the office, late at church, late in meeting engagements, late in meeting his notes, and a failure all through life. How much time is wasted because somebody is late. How many of the opportunities of life are lost through the habit of tardiness. Make your pupils feel that it is their *business* to be punctual. Make it disgraceful to be tardy. Create a spirit against it.

With these good business habits that I have touched upon, life may still be a failure without *love of truth* and *honesty*. *Truthfulness*. There is a great deal of lying and deceit in this age. Why is it? Children are naturally very frank, trustful and trustworthy. How do they become untruthful, deceitful men and women? Did you ever consider what kind of children are most apt to become deceitful? Is it not the cowardly child or the timid, nervous, physically sensitive child? I think so, and I think the *fear of punishment* is the direct cause of lying and deceit among children. Here is a little boy five years old, this is his first week at school. He has always had full confidence in father and mother but he does not know his teacher