

After all our restrictions you will still find a wide field before you and strong reasons for entering it.

You should acquire a knowledge of the fundamental principles of business law; FIRST--Because those principles are essentially and pre-eminently honest. Whatever deviations there may have been or are from the general rule, the intention of both common law and legislation has been and is to secure justice. Our laws are eminently wise and just and good, and above all they inculcate the necessity for honesty and fair-dealing. In the adjudication of all disputes the object sought is to obtain the real essence of the transaction between the parties--their real intentions. All mere forms are disregarded, a thousand pretexts, pretences, and formalities, once discovered, are swept away as nothing. Fraud in all its varying forms is visited with its appropriate punishment, and, once established, is not permitted to shield itself behind any of the devices and intricacies in which it delights. Let the facts once clearly appear, and no matter what ingenuity has been displayed to conceal them or place upon them a false colouring, the arm of the law is long enough to reach and strong enough to secure redress. And why is this? Simply because the law is the reflex of public opinion. And public opinion, with all its frailty and vacillation, is in the main just. As in all other walks of life so in business, it is practically impossible for any length of time to cheat public judgment. Be a man ever so shrewd, be the manner ever so subtle whereby he seeks to clothe wrong with the vesture of right, those who come in contact with him, though perhaps vastly his inferiors in intellect, will in time place upon his character just that estimate it merits. A man may bear in one sense a good reputation. No one may be able to point his finger at any particular act as a deviation from honest dealing, but if that honesty is feigned and not real, the public soon learns it. Misgivings may at first be faint, but, if well founded, time will infallibly serve to strengthen them, and all will be upon their guard against a man felt to be unsafe, no matter how plausible.

There is a sense in which all men are being judged in a thousand different ways, by as many different standards. If of all these standards, short of the judgment of an unerring God, there is one nearer perfection than that of legal tribunals, it is that of the higher and more august tribunal--public opinion. You cannot in your start in life have too firmly impressed on your minds, the conviction that it is practically impossible to deceive that Court. I am not here forgetful of the fickleness of public favor, so often illustrated in politics; but there is a marked distinction between this popular favor and the public judgment just mentioned. In referring to popular favor, we speak of the preference, for the time being, of the public for a certain leader over another, or for a certain policy as compared with its opposite. Here