

the elements of success is to study the lives of successful men in the various departments of human labor. Accordingly, in his former works he has drawn largely from that source, both to establish his position and to illustrate his theme. Biographical studies, therefore, have been a necessity in this line of literary effort. Next to *seeing* the successful man, is reading the faithful record of his life. Indeed, to the young man the biographical sketch may make qualities clear and impressive, which passing observation might not unfold. Those biographies, especially, that were written with the definite purpose of developing the philosophy of the subject's success, are eminently instructive and profitable to this class.

In this volume the results of the careful study of biography, for many years, are analyzed and appropriated, showing that the same elements of character will achieve success, under similar circumstances, in any honorable pursuit. Not that the same person may become successful in all occupations; for the human mind is not sufficiently versatile, nor life long enough, for such vast achievements. It is enough that success is won in a single occupation, or course of study; and he who accomplishes that deserves well of his fellow-men, and may justly respect himself.

While he has drawn without stint from the lives of