

means to attain it, it does not follow that, even when attained, it will satisfy the ambition of most men.

If wealth be his goal he has mistaken his calling. "Some of us," says Sir James Paget, "may indeed make money and perhaps grow rich but many of those that minister to the follies and vices of mankind, make much more money than we, and the vast majority practising medicine are only able to make a respectable competence." Where wealth is the highest evidence of success we had better not compete. If social distinction be his aim he could nowhere have hit on a more hopeless choice for he will find the claims of his calling so onerous and so incessant that he will have little time to cultivate those graces and opportunities without which social distinction cannot be won.

With a view to professional success in life, you cannot be too deeply and thoughtfully impressed with the fact that skill in practice consists not only in diagnosis, prognosis, and prescribing medicine, but is the embodiment of all the powers that the practitioner legitimately brings to bear upon the general treatment of his case. In other words, the skilful use of medicine is but one of the many elements that constitute professional skill. You must study mankind as well as medicine, and also bear in mind, when acting upon diseased bodies, that they are possessed with hearts and minds that have strong passions, warm sentiments and vivid imaginations which sway them powerfully both in health and disease. You must be a keen observer of men and things and read the book of human nature correctly.

A certain amount of professional tact and business sagacity, moreover, is as necessary to the medical practitioner as the rudder is to the ship. A quick and sound judgment, good common sense, kind feeling and an instinctive perception of character, in these are the elements of what is called tact which has so much to do with acceptability and success in life.

If you were to ask me, What shall I do to gain success in practice? I would offer these suggestions. First, last, and in the midst of all, you should, as a man and as a physician, always and above all else, keep whatever is honest, whatever is true, whatever is just, and whatever is pure, foremost in your mind and be governed by it.

*Partnerships.* It is better not to enter into partnership with other physicians. Partners are not, as a rule, equally matched in industry, capacity for work, temperament, tact, and other essential qualities indispensable to a congenial and intimate fellowship, nor are they usually alike cared for by the public; hence, such professional alliances do not, as a rule, prove satisfactory and rarely continue long. The only form in which I could honestly advise it would be a co-partnership for a limited period with an elderly practitioner desirous of retiring. The sooner you learn to depend wholly upon yourself the better. Julius Cæsar said, "I had rather be the first man in a village than the second man in a great city."

*The Place of Location.* You will find a very considerable difficulty in settling upon a suitable location and I would advise you to carefully consider before deciding to settle in any place. No matter where you