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CHATS WITH YOUNG MEN.

AUGUST 7, 1909.

Not the Salary, but the Opportunity.

Not the Salary, but the Opportunity.

"If the laborer gets no more than the wages his employer offers him, he is cheate!, he cheats himself."

It is said that Bismarck really founded the German Empire when working for a small salary as secretary to the German legation in Russia; for in that position he absorbed the secrets of strategy and diplomacy which later were used so effectively for his country. He worked so assiduously, so efficiently that Germany prized his services more than those of the ambassador himself. If Bismarck had earned only his salary, he might have remained a perpetual clerk, and Germany a tangle of petty states.

states.

I have never known an employee to rise rapidly, or ever to get beyond mediocrity, whose pay envelope was his goal, who could not see infinitely more in his work than what he found in his envelope on Saturday night. That is a mere incident, a necessity; but the larger part of the real pay of a real man's work is outside of the pay envelope.

One part of this outside salary is the One part of this outside salary is the opportunity of the employee to absorb the secrets of his employer's success, and to learn from his mistakes, while he is being paid for learning his trade or profession. The other part, and the best of all, is the opportunity for growth, for development, for mental expansion; the opportunity to become

a larger, broader, more efficient man.

The opportunity for growth in a disciplinary institution, where the pracciplinary institution, where the prac-tical faculties, the executive faculties, are brought into systematic, vigorous exercise at a definite time for a definite exercise at a definite time for a definite number of hours, is an advantage beyond computation. There is no estimating the value of such training. It is the opportunity, my employee friend, that will help you to make a large man of yourself, which, perhaps, you could not possibly do without being employed. in some kind of an institution which has the motive, the machinery, the patronage to give you the disciplining and training you need to bring out your stronger qualities. Instead of paying for the opportunity of unfolding and developing from a green, ignorant boy into a strong, level-headed efficient man

you get a salary.

Many young employees, just because they do not get quite as much salary as they think they should, deliberately throw away all of the other larger, grander remuneration possible for them grander remaineration possible to them to get outside of their pay envelope, for the sake of "getting square" with their employer. They deliberately adopt a shirking, do-as-little-as-possible policy and instead of getting this sible policy and instead of getting this larger, more important salary, which they can pay themselves, they prefer the consequent arrested development, and become small, narrow, inefficient, rutty men and women, with nothing large or magnanimous, nothing broad, noble, progressive in their nature. The leadership faculties, their initiative their planning ability, their intive, their planning ability, their in-genuity and resourcefulness, inventive-ness, and all the qualities which make the leader, the large, full, complete man, remain undeveloped. While trying to "get square" with their employer, by giving him pinched service they blight their own growth, strangle their own prospects, and go through life half men instead of full men—small, narrow, weak men, instead of the strong, grand, com-

plete men they might be.

I have known employees actually to work harder in scheming, shirking, trywork harder in scheming, sairking, trying to keep from working hard in the
performance of their duties, than they
would have worked if they had tried to
do their best, and had given the largest,
the most liberal service possible to their

employers. The hardest work in the world is that which is grudgingly done. The youth who is always haggling The youth who is always haggling over the question of how many dollars and cents he will sell his services for, little realizes how he is cheating himself by not looking at the larger salary ho can pay himself in increasing his skill, in expanding his experience, and making himself a better, stronger, more making himself a better, stronger, more unseful man.

envelope are to the larger salary he could pay himself as the chips which fly from the sculptor's chisel are to the larger witch the sad recital, and resolved that never oath?"

The poor boy was deeply moved at the sad recital, and resolved that never oath?" angel which he is trying to call out of

You can draw from the faithfulness of your work, from the grand spirit which you bring to it, the high purpose which mates from you in its performance, a recompense so munificent, that what us employer pays you will seem ridic-ous beside it. He pays you in dol-s: you pay you in valuable exllous beside to lars: you pay you in valuable experience, in fin ling, in increased perience, in fin ling, in discipline, in the littling,

perience, in fine living, in increased efficiency, in solution, discipline, in self-expression, in character building. The boys who rise in the world are not those who are always splitting hairs about salaries.—O. S. M., in Success.

"Honesty the Best Policy." "Honesty the Best Policy."

At the State Democratic Convention held at Charlotte, North Carolina, which was in session for a week, a little boy, eight years old, Cicero Alexander by name, sold one of the delegates a paper. The gentleman gave him a dollar, and the boy, not having the necessary change, went away to get it. When he returned the gentleman had gone into the hall and could not be found. The boy, after hunting vainly for some time, burst into tears. Some one suggested that he go upon the rosone suggested that he go upon the rostrum in the convention hall and tell the

chairman, which the boy at once did.

Chairman Parsons took him by the hand, led him to the front of the stage, and requested that balloting be sus-pended for a few minutes. He then ex-plained that the boy desired to return to some one ninety-five cents in change that was due him. The gentleman arose in the rear of the hall, but before arose in the rear of the hall, but before hecould say anything two thousand delegates, many of whom had been accustomed to call out "no change" on the ballots when their respective counties were called, took up the cry in unison and yelled for ten minutes, "no change!" At the conclusien of the yell they crowded toward the rostrum. One delegate took the little fellow's big delegate took the little fellow's big straw hat and put into it a half-dollar. This was followed by nickles, dimes and

Deafness Cannot be Cured

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uarters until \$19.35 was in his hat, and

quarters until \$19.35 was in his hat, and the boy stood bewildered. A delegate yelled, "Mr. Chairman, I nominate that boy for State treasurer." He was informed by the chair that, as a candidate for treasurer had already been nominated, his motion was not in order. Another delegate then said, "I move that that boy be nominated by ac-clamation for chief page in the next General Assembly of North-Carolina," and the motion was carried unani-mously. Thereupon the chairman told the boy that he must make a speech. Walking to the front of the rostrum, he bowed low and said, "Gentlemen, I thank you," the only speech during the convention that was noted for its brevity."-Success.

OUR BOYS AND GIRLS.

The Factory Boy.

It was a proud day for young Paul Ellerman when he first went to the factory as a worker. He was somewhat tired of school-life and it seemed to him a great promotion to put child-life be-hind him and go to work like a man. He felt big when he thought that he would wear a leather apron, work with some fifty other boys and men, and at the end of the week get wages of his own.

reself, which, perhaps, you could residly do without being employed the kind of an institution which has bive, the machinery, the patrono give you the disciplining and "pay his footing," the meaning of which was that they expected him, as a new-comer, to pay for a bottle of whiskey, to be provided by his fellow-workers in the

Now, Paul had been brought up by his grandfather in habits of the strictest temperance. Therefore, when this demand was made upon him he hesitated. "Drink is no good for anyone," he said; "I will not spend money for any

such purpose." This speech was received with jeers and laughter; Paul was addressed as a young saint who was too good for this wicked world; while all the lads gathered around, each with a mocking and insulting word which Paul felt it very hard to bear. He stood his ground for a while, but at last he yielded to his persecutors and consented to go to the saloon for the whiskey which he was to saloon for the winskey which he was to pay for out of his first earnings, accord-ing to a sort of unwritten law of the place. The liquor dealer would trust him, because he knew that the other factory hands would compel payment in

order to keep up the custom. On his way back, however, he felt ill at ease, and he resolved to run home and ask his grandfather's advice. But Paul was scarcely prepared for the violence with which the old man snatched the bottle from his hands.

"Boy," he said, "you shall never be the means of helping your fellows to drink." And he dashed the bottle to the

ground where it was broken to atoms.

To account for old Franz Ellerman's

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under any circumstances would be touch drink himself or offer it to others. But drink himself or offer it to others. But when a youth is at work among men and boys who are ready to intoxicate themselves whenever they have the chance, his good principles are terribly tried, as poor Paul soon found when he returned to the factory, without the bottle of liquor. He was taunted and worried, day in and day out, by the cruel comrades for a long time. But his courage was kept up by the memory of his father's dreadful death, by his grandfather's words of cheer, and by his good angel ever at his side to comfort him. He stuck to his resolution neither to drink himself nor to encourage others to drink himself nor to encourage others to

The timidity which hesitates to rebuke profanity was once shamed by a king who had been himself rebuked for

"I am sorry to hear a young gentle-

His Majesty took no notice of it, but wore again. The soldier immediately

"I'll pay part of this, if you please, and go; for I so hate swearing that, if

immediately said:
"Should not my lord and king fear an

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Looking at the heroic soldier and Looking at the heroic soldier and then at his company of obsequious noblemen, the king severely remarked: "There, my lords, is an honest man. He can respectfully remind me of the great sin of swearing; but you can sit here and let me stain my soul by swear-ing, and not so much as tell me of it!"

A TRUE STORY.

Some twenty - five years ago a man named Monk, living at Newton Grove, Del., received a package around which was wrapped a copy of a New York daily was wrapped a copy of a New Tork daily paper. In this paper was an article by Archbishop McCloskey on "The Author-ity and Infallibility of the Church." Dr. Monk read the article, and became so impressed by it that he wanted to read more about the Catholic Church. He grew up a steady, sober, industrious, thrifty man, the comfort of his grandfather in his old age and a credit to his na ive town. He was promoted step by step until he became head boss, and, finally out of his savings that might otherwise have gone for beer and gin, he started a small factory of his own and prospered, while many of his former fellow workmen went before their time into drunkard's graves.

Rebuking a King.

The timidity which hesitates to residue to find the near the possible to find the nearest Catholic priest, who might settle many doubts he had about the Catholic Church. And he found that the nearest priest was Father Cross of Wilmington, Del. Dr. Monk and all his family went to Wilmington to see Father Cross, and in due time the family were received into the Church. Dr. Monk returned to his home, but not to be an idler in the work of the Lord. He went among his neighbors and told them of the worth of neighbors and told them of the worth of the Catholic Church, and many of them listened and stadied and prayed, and in profanity. Riding along the highway in disguise, and seeing a soldier at an inn, he stopped and asked him to drink with him. On an oath which the king uttered while drinking, the soldier remarked:

| Marked | Cathelies there were no Cathelies at the ways of the seed of the season were no Cathelies at the season were not season were not season were not season were season w Catholics there were no Catholics at Newton Grove, Delaware. Now a good-ly part of the settlement are Catholics.

This is a striking illustration of the over of the printed word. All these conversions flowed from that one article read by Dr. Monk twenty-five years ago. Catholies who are not trying to spread information about the Church, in printed in the printed in t To account for old Franz Ellerman's agitation we must explain the circumstances of the family. He had had one only son, the father of young Paul, who, in his youth, had fallen a victim to intemperance. For years he had been a heart break to his family, and at length, when Paul was a mere baby, the wretched man, while reeling home one night, ed man, while reeling home one night, ed man, while reeling home one night, ed man, while reeling home one hight, ed man, while reeling home one night, ed man, while reeling home one Having invited some lords to dine with him, he sent for the soldier, and bade him to stand near him, in order to serve him if he was needed. Presently the king, not now in disguise, uttered an oath. And deferentially the soldier immediately said:

"Should not my lord and king fear an order to serve the king, not now in disguise, uttered an oath. And deferentially the soldier immediately said:

"Should not my lord and king fear an order to serve the servery case from the reading of a Catholic paper. or an article about the Catholic paper. olic paper, or an article one paper, or an article about the Cath-olic Church in a secular paper, but at least some misconce tion of the Church's teaching, some prejudice against her doctrine or practise, will be removed.—Sacred Heart Review.

A Self-made Cripple.

The Catholic who day in and day ou fills his mind with nothing but the vici-ous principles and the corrupt doings of the world, the flesh and the devil, as so the world, the flesh and the devil, as so exhaustively treated in the columns of the secular press, is not apt to be alert lest he run into pitfalls of false doctrine or lest his soul be defiled. He is not apt to be aroused like a man of true apt to be aroused like a man of true knowledge when his religion is ignorantly assailed and misrepresented, nor is he likely to show courage and valor when the honor and the good name of his mother, the Church, is called in question or made the object of the hollow-headed ridicule of renegades and puffed up worldings. As an inevitable consequence of his course he has become a moral coward and a weakling, whose religious gait is that of a self made cripple, whose taste for what is good and sound and wholesome is something like the devil's reputed liking for holy water.—Philippine Catholic. water.—Philippine Catholic.



The devil often allures under the guise of the person heartsick for human sy mpathy.

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