

## WEEKLY MONITOR.

**Business and Living.**

Mr. Frank H. Peavey who has been wonderfully successful in business in the West, gave a talk on Business and Living, the other night at Minneapolis. The Daily Journal of January 9th, has the following report:

Mr. Peavey's remarks were thoroughly optimistic and encouraging. By明言 we desire success and push on to attain it.

I said in part:

I am invited to say a few words on the subject of "Business and Living." The two my opinion, go hand in hand. A business man is a success, a good husband, and a prosperous business avails nothing unless it gives a first-class living.

In speaking, I shall confine myself to the business that is strictly connected with the standing of the average merchant.

I have a close knowledge of successful business men and few more than sprout up to the age of 35; and if by that time they have built well and upon a sure foundation, their chances for success are great.

Saving, disengagement and mistakes are frequently the making of men. Uninterrupted success, as a rule, is dangerous.

The Yankee merchant penetrates to every corner of the civilized world, and to-day he is a force to be reckoned with.

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ted success, as a rule, is dangerous.

Business is, of course, the first, but the only equivalent; most have application; be tactful and be good; judgment is the most valuable; it can't be taught; and my obser-

wation is that frankness—honesty is the best.

So far as I can see, the only method of

success is to be honest and to do what is right.

Of all things, the most important for the merchant to have, culture and protec-

tion are credit, and he should sacrifice everything else, commercially, for its preservation and main-

tenance. Money alone is not the chief

credit; it is honesty—honesty is the jews to col-

lect; it inspires confidence and divides the load that would otherwise be carried single-handed.

To successfully convert others, you must

first convert yourself. Earnestness is a win-

ner, and if honestly earned, one forgets him-

self, and becomes a better man every moment

he is seen.

Communication with success is productive of good results. It weakens a man to ask for what he does not want; if granted, if granted, he will be more successful.

Confidence begets confidence, and while a

man sometimes betrays the always betrays

himself, he is often deceived, and his confi-

dence is lost.

Accepting offers even at a nominal

salary. Businessmen give preference to em-

ployees who are in the right spirit, and in

the right state of mind.

Many faults could be cited if we were

to go into detail, but we will just

come ourselves the other party and argue

honestly the point against, true self, and

if you become convinced you would do

what you are seeking to have done, then

you are a good man, but no better than

the poorest who is equally respecting.

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One can get a good job, but no better than

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