

formation. It is a practical age, and if we would sell our services we must be able to offer such as are of proven practical utility.

In the past, the men who entered commerce were not able to secure such practical knowledge in any school. They had to acquire it slowly and at immense cost of time and labor. To-day this knowledge is being gathered and systematized and offered to the public. The youth of this generation can secure this knowledge if they will seek for it in the right places, and they can utilize their unproductive years in preparing for the years when they must expect to apply it.

The competition to-day demands it. The old time "education" will not suffice. For the alert ones are mastering the best of the new education, and so equipped, will monopolize all the good places and reap the rewards of their more practical instruction. The mere day laborer will more than ever complain of the smallness of his wage, while the commercial world will offer its immense

rewards to those who have something more to offer than simple manual labor.

Thinking people see justice in this, in offering higher rewards for a higher kind of service.

For most young people it is not yet too late to profit by the new ideas in education, which have gradually gained ground in our more progressive and more practical age. In most cases it will be useless to look for the practical carrying out of this newer point of view in old institutions of learning. These are still very largely pursuing the old impractical lines. The change there must come slowly. In those which have made any change at all, any attempt to meet the demand of the age as embodied in the new point of view, the change has been very reluctantly made, and as yet is very small. They are hampered by *tradition*.

If you would get the new point of view and profit by it, you must seek it among those who stand for it, and who are making a deliberate attempt to carry it out.

