

when at the flood, that the successful man mainly differs from the unsuccessful.

Figure, address, polish, management are elements of success in the medical profession. The public, unable to fathom the depth of a physician's special knowledge, are often influenced in selecting him for the treatment of disease by mere appearances. There is truth in the adage "nothing succeeds like success," and, I may add, success in medical practice. Although you may be disinclined to credit the statement, the public are often guided in the choice of a physician by considerations of dress. They prefer to employ a well dressed practitioner to one who is slovenly attired, although the latter may be the more skillful of the two. You will therefore have to humor the public in the matter of dress, if you wish to become popular.

Let us suppose that by your honest endeavor to succeed, by the conscientious performance of your work, by your sympathy with the sick public, by your courage in battling with disease, you have succeeded in building up a good and reliable practice, and in gaining the esteem of the public. The maintenance of yourselves in public favor will in a measure depend on your relations with your professional brethren, and on the manner in which you dispose of the trust reposed in you by the public.

In your intercourse with your professional brethren every acknowledged rule of etiquette should be strictly observed. Some unprincipled practitioners, in their anxiety to make business, have recourse to doubtful expedients in order to supersede fellow-physicians in the treatment of patients under their care. Never by any means act unfairly towards a professional brother or sister, and by your indiscrete words and actions take a mean advantage of him or her.

When called in consultation, carefully refrain from disparaging the methods of treatment of the regular medical attendant, but rather defend his management of the case if you can honestly do so. The habit of some consultants, of conversing with members of the family about particulars of a case to which they have been called, and in the absence of the family physician, is to be strongly deprecated.

In your dealings with the deserving poor, let no consideration of ill-paid fees deter you from placing the benefit of your experience and skill at their service. Never refuse, except for valid reasons, to visit the lonely abode of poverty and "learnt he luxury of doing