

entry. And when, supplies failing, he at last found it necessary to scrape through, his record did not recommend him for a hospital appointment; it did not recommend him for a partnership or establishment in any first-class neighborhood, and as a coincidence he lighted upon the same second-class suburb as the first and set up his plate at the opposite side of the road. Here is the point: by the end of the year the first of the two was still going on foot. I was informed that scarce a baker's dozen of patients had called him in. The second was already doing so well that he could hire a trap. By the end of the second year he had invested in a dog-cart of his own: at the same period scarce one of the baker's dozen of patients had called our first friend in again: they had not even recommended him to their acquaintances: the prospect was so hopeless that he had taken down his plate and was leaving the neighborhood. I hear of him now after years of struggle as a consultant of moderate reputation, the only position he is qualified to fill. Even here his lack of humor prevents him from being a full success; he treats the patients he sees for a brief quarter of an hour as cases, not as living and frail human beings: he does not create a bond of human sympathy between himself and the practitioner who calls in his aid. The practitioner selects him in the hope that his extensive knowledge, his familiarity with recent literature, may be of use in suggesting some other method of treatment. The ideal consultant, you will find, is on good terms with his patient in two minutes, in five he has become such an old friend that the patient is exposing freely all his or her foibles and anxieties, in fifteen he has so thorough a grasp of the character and disposition of the patient that he can proceed to treat him or her over and above his or her disease. That, gentlemen, is what you have to strive after. I do not suggest to you for a moment that you take my second friend as your example, but in citing his case I assuredly want to impress upon you that the sympathetic study of your fellow-men and fellow-women, the capacity to enter into their lives, to see the world from their standpoint, this is the primary *desideratum*. He had acquired this, and to it was due his limited but nevertheless very real success as a practitioner. You can do the same without frequenting race tracks and bar-rooms, without cutting lectures and hospital work. There is abundant humanity to profit from, even in the Y. M. C. A. The ancient philosopher laid down as the maxim for self-rule and self-content, "Know thyself." The rule, I maintain, for the complete physician is "Forget thyself, know thy fellow." After all it is the old, old lesson that I have to preach to you. Though you know all the ologies and practice all the modern methods of diagnosis and treatment, though you