

these qualities in that his patient can never know the extent of the difficulties of his work—difficulties that are great enough, though the work be small—and will often be inclined to rate as high, or higher, the practitioner who attempts nothing difficult, but pilots their teeth towards a gradual and painless euthanasia, as he who renders far more real service, but in attempting much more now and again fails in something that the other would never have attempted.

"It may be said that these qualities which I have sketched would have led to success in any calling ; so I believe they would, and I fancy it is generally true that the man who scores a real success in any calling would have done so in a good many others had his career been a different one.

"One more word before I leave this matter of professional success. By success I do not mean merely pecuniary success. I do not call it real success unless a man stands in the opinion of his own professional brethren at least as high, or higher, than he does with the public. It is, unfortunately, the case that in all branches of the medical profession, and very especially in ours, the ear of the public is sometimes to be caught by self-assertion, and the many hydra-headed forms of quackery. It is sometimes asked why, when the manufacturer or the dealer advertises his goods without exciting the smallest adverse comment, should it be considered disgraceful for a barrister, a stock-broker, or a medical man to advertise himself. The difference is not far to seek, though it is often overlooked. The one advertises an article which he wishes to make known to the public, and it is greatly to their convenience that he should do so ; the one extols a thing, the other extols a man—himself. And there is this further difference—the thing may be new, all that is said about it may be true, but this can hardly be the case with the personal advertisement. For all knowledge that is of importance in a professional sense is very soon public property, for each to make use of as his abilities serve ; but it would hardly have the effect he desires were the advertiser to say : 'I am even as other men are ;' he must brag in some form, or it would be no good, and when he brags he can hardly be truthful.

"Let us turn from this disagreeable subject to a consideration of the reaction upon the man himself of success in practice. Wealth he can hardly attain—the limits of time preclude it ; and the great income of a surgeon or physician in the front rank is impossible. But ease and comfort and moderate savings are within the reach of a large number. He will have but little leisure ; the large expenditure of time upon his operations in order to do them properly not merely sets a limit upon the amount that he can do, but the number of hours during which a man can do such work without undue exhaustion being soon reached, he has none too