

"IS IT LUCK?"

We often hear people speak of lucky men who seem to be successful with everything they undertake. As a rule, this talk of luck is nonsense. Those persons are successful because they keep their eyes open, study conditions and carefully reason out the probable results. Thus, any action that they may take is the result of clear, close thinking, hence its success. Let us give an instance of this kind of luck. A few of the people who contemplate building are pushing operations; many, very many, are waiting for

good times to come to assure them of a profitable investment. The person who is building now is building at a time when, though there are indications of exceeding briskness in a few months, there is a decided lull in building operations. In consequence, material is cheaper than ever before, while contractors are taking work at figures that will, if they allow themselves fair wages, more often leave them with a deficit than a profit. One man, being sure of the coming prosperity, has taken advantage of the present conditions and secured his build-

ing for a comparatively small outlay, and will be ready to make the most of the good times. The other waits for good times to come—perhaps he waits a little longer to be sure it is no passing boom—then he builds when both material and labor are dear, and half of the time of prosperity, when he must make his investment pay, is gone. Is it luck?—Western Architect.

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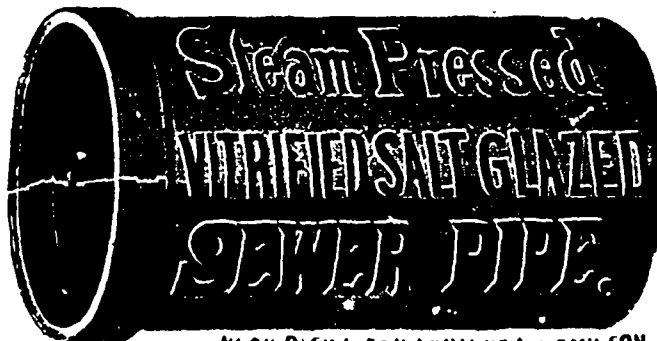
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