

The Employer

would have known that Jones was the one entitled to promotion, and would have given it to him.

Smith would not feel disgruntled, because working alongside of Jones he would know that Jones was the more deserving and entitled to it. He would see the justice of it, and be inspired to deserve in the future.

Brown was heedless. He came to you with high hopes and a heart full of ambition. He worked diligently and carefully. At times he let himself out, and did more than could have been expected of him. He did it out of his natural ambition to progress. When it was done he looked for the sign of appreciation, but it came not. Again and again he sought to win that sign. All he received was a stony stare, cold and hard. It chilled his ardor, and he found himself crying in his heart, "What's the use?"

If you understood Brown, you would have said, "Well done, Mr. Brown," and you would have shown by your looks that you meant it. And some day Brown might be the man who would step into the gap in the firm and give it the new blood it needed. But you did n't, and what of Brown? It was only a question of time then till he drifted out of your employ and became a floater.

Who took his place? Well, if you did n't take enough interest in Brown to direct and lead him