Working With What One Has.

ARCHIMEDES wanted a place to stand on, and then he was going to do great things. If he only had a place for that tremendous lever of his, or for his wonderful machine made of levers, and pulleys and jack-screws;—if, in a word, he had something which he lacked and which he could not get, he could succeed;—and there are a great many men who have the same opinion of themselves to-day. One man wants more capital, in order to succeed in commercial life; he is as sure of his ability as Archimedes was; another wants opportunity, in order to succeed in professional life; he has not been able to find the task which brings into full play all his powers. A third would do great things, but the times are out of joint—people will not do as he wishes them to, though it is clearly for their interest, as well as his. So we find fault with circumstances, and covet what we have not and what we cannot get, forgetting that the part of true wisdom is to *make the most of what we have.*

Those who begin life for themselves without capital must do the best they can on the side of labor. Perhaps there is no want so universal on the part of young men as that of capital—at least they feel so. The young farmer wants a farm to cultivate; the young mechanic wants a shop; the young clerk wants to be a proprietor. They all want a place to stand on—if they had that, they would make things move. But as they have not, the wisest course is to use the capital they have—Brains and Brawn—and "learn to labor and to wait" for larger opportunities.

But there are some things that young men feel very impatient to wait for. They early fall a prey to that god who goes about scantily clad, no matter what the weather is, and who never forgets his bow and arrow. They want wives; and then they want houses to live in, and furniture and books and pictures, and good clothes, and social position, and various other good things. They want them *now*, so that they may enjoy them before they get old and lose their relish of life. But they hesitate to marry, because with a family to support they could not lay up much money, and would run a constant risk of dying and leaving them in helpless poverty.

What they need is money for their families in case of their own early death; if they live long, they can take care of themselves and theirs. But who will give their families money because they die? and give it to them as a matter of right and not of charity? There is but one class of institutions that will do this, and that is life insurance companies; *there is but one method by which a young man can use most of his earnings for present gratification, and still leave his family provided for in case of his own early death—and that is by insuring his life.*

This method of securing capital by means of life insurance is almost the direct opposite of borrowing money. A man borrows money for present needs to be repaid by and by; he insures to provide for future needs and never repays the principal at all. The borrower pays from five to ten per cent. as long as he has the use of the money; the insurer pays from two to ten per cent. until the money is needed, and has the use of it forever after for nothing. The borrower, when stricken down by disease, thinks of his debt as something that will ruin his family after his death; the insurer thinks of his insurance, when death stares him in the face, as the sure support of his family when he shall be no more.—*The New York News-Letter.*

The Record of Facts.

THE Hon. Amos Sherman, in a recent speech before the House of Representatives in Rhode Island, presented some facts that help to make the record of life insurance in this country.

To January 1, 1876, the American life insurance companies reporting to the New York department had received premiums to the amount of $900,920,208.01. The same companies had disbursed to policy holders for claims of all kinds, to same date, $505,691,624.64. An amount more than double the entire capital invested in all the cotton and woolen manufactories of the country. An amount greater by $104,000,000 than the total deposits in all the savings banks in New England. An amount greater by $235,000,000 than the entire valuation of all the real and personal property of this state. An amount averaging about $60 to each of the eight and one-half million families in this country. An amount equal to $875 to each man or firm engaged in business in the United States. During the single year 1875 these companies actually paid to their policy holders $65,489,810.01, an average of about $5,500,000 per month, or $220,000 for each business day of that year. Notwithstanding this apparently exhaustive drain upon life insurance companies, their assets are steadily increasing at the rate of $28,000,000 annually, or about $90,000 daily. And to whom are these amounts being paid? Who are receiving the benefit of these almost countless millions? Mainly the widows and the orphans of those who, realizing the fact that "foreseeing contingencies and providing for them is true economy," with prudent and affectionate forethought made provision for these dependent ones in their hour of need.

Business Foresight.

THE best and most reputable business men of the great cities make it a regular practice to take out life insurance every time they incur a business liability, to the exact amount of the liability. That is, if they buy a piece of property, on which they owe $10,000, they take out a policy of insurance for just that amount, so that in the event of death while the debt remains, their administrators may have the means to pay it off, without sacrifice, loss or costs, leaving their estate intact. The late A. T. Stewart, as wealthy as he was, and as little as he needed assistance, rigidly observed this rule, and there is not a great merchant in New York who does not. These men do not have to be solicited to take insurance—it is a regular part of their business, and is as promptly attended to as insurance against fire. The "Tribune" Association, knowing that the death of Mr. Greeley would embarass the concern, and make such changes as would require an extra amount of capital, kept $100,000 on his life for the fifteen years prior to his death. Events demonstrated the wisdom of their course. When he finally died, it was found that his estate was to some extent embarrassed, and to rearrange the working of the establishment required a large amount of money, which they could have got in no other way. It really saved the concern.

A young man just commencing business, has no right to neglect making this provision. If he has a farm on which he owes a portion of the purchase money, he never ought to sleep till he has a policy large enough not only to pay off the encumbrance, but to give his widow an additional sum with which to pay the expenses incident to sickness, and to support her until she has got into the way of running the business. It is a duty to make this provision, that she may not lose the place on which she has toiled and labored, and which should be forever the home of herself and her chil-