

from a total of five for the month, using minus sign if necessary.

FIRST WEEK'S WORK

Initiative

I now venture upon a big bound, using that which will carry me away beyond my loose and careless competitors. I will take these definite steps, (a) look in the magazines for the advertisement of a good correspondence school (these can be found in Y.M.C.A. reading rooms), or ask an experienced business friend to guide me to a book, or join a business lecture course; (b) send for the description of the course wanted, or buy the book the experienced business friend advises, or attend a first lecture. I am now going to spend extra time learning my business and general business principles, one of the four chief steps in business success, the other three being originality with quickness, organization, and character. For the sending for the course, or the buying of the book, or attending the first lecture, I am entitled to five marks for the first step in Initiative.

Then for an honest, whole-hearted review of my past business life, my attainments and my shortcomings, there is allotted five marks. A review on the following lines is suggested:—

Statement of the average value of attainments and shortcomings.

Size up on the items,—yourself and five of your associates.