

an active vigilance and a wise caution that you escape a series of losses to an amount altogether incalculable.

And in fulfilling the duties you owe to your clients, on the one hand, with undeviating fairness, and to your directors on the other, with invincible rectitude, you best fulfil the few duties you owe to yourself. The reward of a good conscience, if of nothing else, will be yours in the one case—a more substantial acknowledgment will probably be your reward in the other. Beware of the notion that what you chiefly owe to yourself is an earnest seeking after salary—an idol in high worship amongst the undeserving. It may and will come as an effect of good conduct—never seek it as a cause.

And next in importance to a duty itself sometimes is *the manner* of its fulfilment. You will not invariably be the messenger of glad tidings from your directors to your clients; but an unpleasant communication need not be embittered in its effects by harshness in the mode of its delivery. You have to intimate, perhaps, to Mr. Smith, that the trifling accommodation applied for by that gentleman, and transmitted to the directors for approval, cannot be granted. The fact very probably is, that Mr. Smith is not trustworthy for the advance, but there is no absolute necessity that you should tell him so. Without impugning his credit to his teeth, the refusal will be galling enough to a man of sanguine disposition—and of this description I should say are all who apply for impossible advances. But perhaps Mr. Smith demands a reason? If he does, there are certain well-