

It will be necessary for you to have business tact as well as professional ability. Ofttimes the learned and skilled physician may be left behind in the race of life by some one who perhaps knows much less but who has tact. In Medicine as in business a man's manner often has a good deal to do with his making his fortune. Don't for a moment think that I would discount skill and talent; but add to these the manners of the true gentleman and the way to success is certainly easier. Cultivate a cheery, pleasant manner; when you go to see your patients carry sunshine with you. "A merry heart does good like a medicine." Your whole duty does not consist in writing out prescriptions or diagnosing disease. Cultivate the gentle touch of sympathy.

*"Of kindly hands to feel the pressure true,  
A word of hope—such trifles will renew  
The sinking heart, give courage to the mind,  
And like the soft sweet breath of summer wind  
Upon a bank of drooping flowers, which blow  
'Mid rain and sleet, but now revive anew,  
So in our lives, such influences kind  
Will make the sorrowing heart a home of joy,  
All that oppressed before and caused annoy  
Seems eased of half its load."*

Most of you, no doubt, will start as general practitioners, and I think you do wisely and well. Practise as such for a few years and get a thorough knowledge of general medicine. If then there is any specialty for which you have a preference, devote your time to it. If you would succeed as a family practitioner you must have the mother on your side; if you have not the full confidence of the mother you will be sadly handicapped. She cares not whether you can diagnose a tumor in the motor area of the brain or remove a kidney. She wants a man who can tell her how to make a poultice and how to arrange all the little details of the sick room. She wants a physician who is affable and pleasant; a physician who will patiently listen to her as she relates in her own way all the real and fancied ills of her baby; a physician who can give that undivided

attention as if her baby was the sole and only baby in the world. She wants someone whom her children will love and respect. The man who has these qualities with a fair amount of professional ability will often succeed when perhaps a more learned confrère may be left behind.

Do not be stinted in your services to the poor. "The poor ye have always with you." We do not always work for the amount of dollars and cents we make out of our profession, and you will find it a pleasure indeed to minister to the poor; and the gratitude one ofttimes receives from the poverty-stricken sufferer is far more heart-satisfying than the rich man's gold. Be kind then to the poor. This is one of the privileges of our noble calling. Remember that kindness to the poor is bread cast upon the waters which will surely return to you after many days.

*"His life is longest, not whose boneless gums,  
Sunk eyes, wan cheeks, and snow-white hair bespeak  
Life's limits; no! but he whose memory  
Is thickest set with those delicious scenes  
'Tis sweet to ponder o'er when even falls."*

Emulate the examples of the great men who have preceded you, Sydenham, Abernethy, Simpson, Richard Bright, Palmer, Howard, Geo. Ross—these are names that shine out on the page or medical history. Of Richard Bright it has been said that he was sincerely religious both in doctrine and practice, and of so pure a mind that he never was heard to utter a sentiment or to relate an anecdote that was not fit to be heard by the merest child or the most refined female. Of all these illustrious names Geo. Ross perhaps comes closest to us. Although he was not intimately connected with our own school, yet he was a man whose attainments and ability and intellect were retained by no one school. A man he was whose reputation extended from sea to sea. And throughout this continent to-day his memory is respected, and his loss