

enterprise until just on the eve of success when, shutting his eyes to the prospect of reward, abandons the project and sells out his chance to a newcomer, who steps in and enjoys the fruits of relinquished labor, while he, poor unsuspecting soul, allured by the distant glimmering sheen of other schemes, starts anew, only to repeat the failure. Want of perseverance often comes from levity of mind. Some there are who seem to think that "life is but an empty dream," a grand holiday, and business a plaything. When, under such circumstances, they do not meet with success they are like children with toys, who, being dissatisfied, clamor for something new or different.

Others are the unhappy possessors of an overweening conceit, not always supported by corresponding abilities, and the consequence often is, if success does not follow their efforts as quickly as expected, the occupation is at fault, and to keep up the conceit of superior abilities the occupation is changed to something more promising. Bear well in mind, then, that changes are dangerous.

THIRD COMMANDMENT—Be prompt.

This is a quality of the highest importance to the business man. Depend on strengthening your credit by a close attention to all your engagements rather than by pompous outside display in living, dressing, or equipage. If possible, meet all financial obligations promptly; but this cannot always be done, and in such cases make a plain, straightforward statement beforehand and ask for an extension of time. To a man who is prompt and business-like almost any creditor will cheerfully grant either the renewal of a paper or an extension of time. The prompt business man resolves as he closes his store at night, and is off on the first train in the morning; and, while others are hesitating, he gets the first selection of the new goods. He hears that one of his debtors is in trouble, and at once he is there to obtain security for his debt, while other creditors arrive a day or two later to find the sheriff in full possession.

FOURTH COMMANDMENT—Keep your pledges.

Yes, by all means, do as you agree. Nothing weakens faith in man so much as quibbling, "beating around the bush," and sly and contemptible attempts at evasions of promises. Alas! men too often damage their reputation by backing out of a bargain, or breaking faith, to save a few paltry dollars. Do not sell yourself so cheaply! No; do as you agree and abide manfully by the consequences. You will thus soon learn to be exceedingly careful about what you agree