

dollars, regardless of methods. The difference between a tradesman and a really professional man is that the former makes the dollar his highest aim, the chief end, while the latter makes the services he can render to humanity his highest aim, the chief end, and regards the money he receives as of secondary importance, or as simply a means to an end.

I know the temptations to stray from the "straight and narrow path" of professional rectitude are more numerous and more strenuous than is generally supposed. When a young man is making a struggle for bread, a dollar bill looks as large as a horse blanket. If the young man has moral stamina, if he has world foresight, he will realize that in professional life honesty is in every sense the "best policy." But to the young dentist who sits in his office and waits patiently, but vainly, for the "footsteps upon the stairs" of the coming patient, it must seem indeed hard that his neighbor, and possibly his colleague, who advertises his "real painless dentistry," "full sets for \$3," "free extraction," etc., has his office constantly crowded with patients, and perhaps the young man wonders if it really pays to live up to the highest standards of professional morality.

A few years ago I felt it my duty to act as a missionary to save a young colleague of mine who had fallen into evil ways, for "money is the root of all evil." I asked him, "Why did he sacrifice professional pride for the mighty dollar?" He was a man of few words; he threw out his chest, took a haughty stand, thrusting both hands to the depths of his trouser pockets, then withdrew the right hand slowly, bringing with it the pocket lining, showing its impoverished condition, remarking at the same time, "This is my professional pocket," and then he brought forth from the left pocket a huge roll of bank notes, and said, "This is my advertisement pocket." "Then why not turn out cheap and nasty work for quick returns? Why not extract for the dollar the teeth that rational practice would save? Why not do a lot of things just a little 'off color' for the sake of coin? I can sow my 'wild oats' now and come back to correct living and take things easy." To such a young man when he asks your advice, it is your duty to impress upon his mind that honesty and plucky persistence bring rich rewards.

The professional man would rather render his services in a professional manner and receive no fee, than to render them unprofessionally and receive money. This, to some, may seem to be merely an ideal, and not to be found among men of any profession to-day. Well, the proportion may be small; but in just the proportion that these professional men are to be found, so in the same proportion is the profession reaching its highest aim. The tradesman nor the