

"I do not like to make suggestions as to a man's future. Generally, when I get a man acquainted with himself, he needs no suggestions. I am a diagnostician, not a healer. In your case, the proper course is so apparent that I will advise you to go back into the tea and coffee business as an employee, not as an employer. Study the business from the bottom. Adopt certain hours, and do not change them. Treat the buyer of a small quantity with deference; for he is a cautious man, and will doubtless some day buy largely. Let each day's work be in continuation of yesterday's, and in preparation for to-morrow's. Make up your mind what you want to do, and how much money will be required to enable you to do it. Consider each dollar as a part of the total sum, and treasure it the same when it comes easily as when it comes with difficulty. Above all, *aim* at something. No man can become a marksman by standing on a cliff and firing at the open sea. He must have a target, and that is not enough: he must know where each shot strikes; then he can draw a lesson from his failures, as well as from his successes. These things are easy to suggest, but hard to adopt. Try them. But if you are finally taken into the firm, see to it that they do not elect you manager."

FAME,

The birds sing sweetest in the deepest glade,
 Untrodden paths invite the fairest flowers,
 The roughest stone the purest gem has made,
 The faintest star could swing this world of ours.
 Ambition has no home in gilded halls;
 A Fame comes at last to those whose sorrows wept,
 A sage may dwell within a hovel's walls,
 The King of Kings first in manger slept.
 Heed not a lowly birth and humble home;
 The sails ne'er feel the breeze until unfurled.
 The flame of genius utters on unknown,
 Then meteor-like illumines all the world.

STEVENS,