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GETTING A START

By
NATHANIEL C. FOWLER, Jr.

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BE A MAN.

Man is made of Dust,
Dust settles,
Be a man.

Settle! That is a good word with which to conjure.

He who does not settle his accounts, whether they are monetary or otherwise, is not manly and does not stand well among men.

Everybody is under obligation to somebody. He owes money or he owes something beside money. He cannot succeed, he cannot be true to himself and to the world, unless he is under obligations to somebody or to something, and unless others are under similar obligations to him.

Reciprocity is one of the first laws of business and of every other department of life.

Alone, we amount to nothing. With others there is no limit to our attainment.

Many a man pays his bills promptly and forgets to keep his engagements. He is financially honest and socially and otherwise dishonest.

An obligation is binding, no matter how small it may be.

If you agree to meet a man at a certain hour or upon a certain day, it is just as important that you keep this engagement as it is that you pay your bills.

Nothing detracts more from one's reputation than carelessness in keeping obligations, however small they may be.

Men of mark, men who rightly occupy high positions, never forget an engagement, they are always on time, and they consider themselves under obligations to those with whom they come in contact, in business and out of it. Their word is as good as their bond, and their bond is usually above par.

I do not find any excuse for professional men who are forgetful and who do not appear to realize the importance of meeting every obligation and of keeping every engagement. Some of them may excuse themselves by claiming that their minds are preoccupied with other things. Sheer nonsense! The mind that cannot grasp and surround and meet an obligation, whether it belongs to a great scientist or to a clerk behind the counter, is not the kind of mind which is predestined to succeed.

There is no excuse for failure to meet an appointment or other obligation, or for delay in answering a letter which requires an immediate reply.

"I am too busy," is not an excuse. You can trust a busy man, you can depend upon him more than you can upon a man who has nothing to do.

If I desired help, I should go to the busiest man I know, for he has time. The loafer hasn't.

At times it may be impossible for you to do the work of the day during the day; but, in the majority of cases, each day's work can be performed more easily today than it can be done tomorrow.

Settle at the time of settlement. Today is yours; tomorrow may not be.

You are dependent upon your fellow men. Treat them as you would have them treat you, and realize that they have equal rights with you; that when you promise to do a thing, and do not do it, you have stolen another man's time and are just as much a thief as you would be if you robbed his money drawer.

Religion of the Future.

From President Elliot's "Religion of the Future" it appears that the "progress of the nineteenth century far outstripped that of similar periods"—as far perhaps as that of the last twenty-five years has in turn outstripped it. The "new ideas of God" which it has produced give the basis for a new twentieth century religion superior to all others. Some of these new ideas are monotheism, immanence, God's love, the adoration (dulia, not latria) of all righteous persons, and the "tendency toward progress." It rejects polytheism, apothosis, tribal religion, sudden change of character, meditation, dogma, mystery, sacraments, the fall of man, alienation from God and the condemnation of the majority. It abhors the devil and will attack all his works quickly; it will teach that he is best who loves best and serves best, and the greatest service will be to increase the stock of good will.

Magie String.

Procure a few pieces of cotton string each about one and one-half feet long, and fill them well with soap. Prepare a brine by dissolving three table-spoonfuls of salt in a cupful of water. Place the strings in the brine and allow them to soak for two hours or longer. It is necessary that they be thoroughly saturated with the brine.

When taken out of the brine and thoroughly dried, suspend one of them from a nail on a ledge, and hang a finger ring on its lower end. Apply a lighted match to the string and allow it to burn. The ring will not hang by the ash.

THE LISTENER.

Every man who does not know anything, and most men who do know something, love to talk about what they think they know, or do know.

The close-mouthed merchant, the "yea, yea, nay, nay" sort of a fellow, who uses his mind more than his mouth, will, if encouraged, talk for hours upon any subject in which he is intensely interested. His head is a storehouse of information, and, although it may have more entrances than exits, he will open himself to anyone who knows how to knock at the door of his mind.

I have a friend who, although not liberally educated, possesses more general information to the square inch than 99 per cent of educators have to the square foot, and that is one hundred and forty-four to one. He obtained this knowledge largely because he was a good listener and possessed the ability to make others talk. If he were riding on a train he would select from among the passengers the man who he thought was intelligent and carried with him a heavy stock of information. In a diplomatic way he would discover the stranger's business or profession and the subject in which he was the most interested. He would turn the conversation in that direction, asking an intelligent question here and there, and showing deep interest in the subject. He seldom failed to obtain the desired result. He met all classes of people, from the classical student to the keeper of a meat market, and from each he drew a supply of information, much of which, naturally, was valueless. He had sense enough, however, to realize that he could not expect to receive valuable information alone; that he must be content with chaff as well as with wheat; but from each he drew something worth while. The worth while he remembered; the worthless he forgot.

Conversation is, I believe, the best medium for the obtaining of information. Everybody has something of his own which he is proud, and which he is willing to distribute.

Bear in mind, however, that the listener is only half a man. He must give, if he would receive. He, therefore, is not only a good listener, but a good distributor. He exchanges what he knows for what others know, plays a game of mutual winning, giving what he can afford to spare, and taking from others what they are willing to distribute.

Social as well as business life is based upon exchange.

Education does not consist of receiving and not distributing.

If you give freely to others, they will as freely give to you.

Conversation, rightly turned, leads to profit, and is that kind of work which is both recreation and business.

While you should give the preference to the acquiring of information which is directly in your line, do not confine your mental receipts to that alone. Familiarity with general affairs, even though many of them may not be of direct benefit to you, broadens the mind and makes you better able to use that part of the information received which is a part and parcel of your livelihood-making.

Don't be afraid of knowing too much.

Swift Backhander.

Mrs. Sam Tyle met her dearest friend, Mrs. George Reen, in the street.

"How lucky to meet you!" gushed Mrs. S. Tyle. "I'm—or we want another maid; there is too much work for two. So I'm looking for a parlor maid."

Mrs. G. Reen hid her envy under a smiling face.

"How strange," she gushed back. "I think I know the very girl for you. And I can recommend her personally, because she is leaving us next week."

Mrs. Tyle darted a suspicious look at her friend.

"But—why are you—getting rid of her?" she demanded.

Mrs. G. Reen smiled coolly. "Oh, she's given me notice, dear!" she said, with well-assured frankness. "You see, she complains that there is too much silver to clean at our house. So I know she'll just suit you!"

She'd Heard That Before.

Ananias went home to Sapphira the other day, after having lost heavily through some shady venture, and he was feeling very penitent and repentant. "Sapphira," he said, "I'm going to reform, pitch in, fix up the house, buy shoes and clothes for the children, and get you just about everything you want to dress up like a perfect lady."

But Sapphira just smiled wearily. "Go on," she said, "you talk like a police commissioner."—Kansas City Star.

But Many Know It Is Not.

The Order of Pools was founded in 1331 by Adolphus, count of Cleves, for humane and charitable purposes. And some one has the temerity to declare it extinct.

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William McLean

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(Signed)

THOS. H. HOLT, Agt.

St. Joseph, La., May 15, 1915.

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