The Elements of Success

苜and an Optimistic Tempera． ment are Necessary
－ ondering how they are to obtain success．
In some mearse，possible to
every one who reads good fortune is of or cords and is blessed with heath
All cannot be equally prosperous in their altairs，but ever All cannot be equally prosperous in
one can make some kind of mark．
But not along the old roads．
Education all over the world -1

$$
\begin{aligned}
& \text { But not along the old roods. } \\
& \text { Eucation all over the world-I do not say the best ed } \\
& \text { cation, but the kind that makes money-is increasing. }
\end{aligned}
$$

As a result brains work more rapidily，though perhaps not as thoroughly as
they did in the past．Active minds are breaking away from tradition and mals
ing fortunes，in many cases，by an actual reversal of the policy of their fore－ It is not，in my optnion－and I base my statement on knowledge of suc－
cesful men in many lands－the young man who seeks an appointment in an
old－fashioned store and settles down to the humdrum work of doing his duty vho nocessarily makees a fortune．
There are thousands of men in this and every other city who are trying to make fortunes that way and never will．It is the man who goes into the store
and teaches his employer to sell new kind of goods in new kinds of ways who
eventually beeme shop or some other shop．
But he must be well the time in body，so that his mind may devote it
self to the great secret of success－concentration． Fortunes may come to great，gamblers now and then，and such disastrous
examples do， I know，disturb the minds of young men．And every venture in
Hife is，I admit，a little of a gaimble，But atter all it is concentration of pur－ posi is I admit，a little of a gaimble．But after all it it concentration of pur
pose that is the backbone of tan suceessin the world，whether it be that of the
poet or the pork packer．The man who has cultaved the habit of concentra
tion looks around every．proposition so thoroughly that he is not，as a rule，giv－ en to buying gold bricks．
The gambler not onity
story of the combine of the shippubuilding yards of this country．We have
plenty of gamblers on our side of the Atlantic，but we do not as a rule，as yet， camble in industries，and I hope we never shall．
After concentration has brought about the initial success，optimism o Cemperament is necessary．It does much to carry with it those who are
around one and brings with it that leadership which then becomes essential．
When Ferdinand de Lesseps began to talk of cutting the Suez Canal one believed hifm，and as a matter of fact，as he himself conessed，he was on
the wrong track at first．But gradually his forceful optimism persuaded indi－
vidual after individual，and then nation after nation，that the thing could and should be done，and it was done，despite the belief of great engineers that th task was impossible．His career is an ideal one to study from the point o
view of one seeking sucess．He dif a new thing in a new way，and he con
centrated his whole existence on it． It is the study of that kind of life that I suggest to those who are looking
Cor fortunes．Get rich quick in more dangerous even than ide pipe dreaming．
Concentration and new methods are winners every time．－New Yorls

## Apparitions After Death

## H 


 parents，adding that on the cheek of his sister there was a scratch－which h
had not seen in her lifetime．The mother explained that in arranging，whe
alone，fowers around the dead body of the sister in the cofin，she had acci－
dentally seratched the face but daughter，might transmit the wheole vision，of of the dead，scratch and all，to th
mind of her distant son．－Harper＇s Magazine．
The Uoice Source of Revenue

$\qquad$
 engagements are，o
inary quality．
th a voice of really


## The Elegant Slaughter＂，

䔼感B Europe were the first to perceive（as soon as the problem of armor breaking
ceased to be the rost important one in a fight the superior capabilitles for
elegant slaughter possessed by the point as compared with the edge．They elegant slaughter possessed by the point as compared with the edye．They
accordingly reduced the breadth of their swori．modified the hilt portion there
of to admit of a readier thrust action，and rele sted the cut to quite a secorid ary position in their system．With this lighter eadpon they do duised a second uit，in England at least，it was not accerted without murmur and vitupera－
ion from the older fighting class of swordsmen．


## Stranger around her

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## THE LIMIT． He－＂I don＇t think your brother Joh <br> She me．＂In，I am sure he does．Why， he told ne today you were a regulay brick；he went further，in fact， <br> said you w Philadelphi <br> DISCOURAGING REPORT． ＂Is your boy getting along well at


so

## professional cruelty．

The trouble，＂said the dentist，as h
probed a way at the aching molar witit
long，slender instrcment，＂is eviacicnt
more respect．＂－Chicago News．
THE SILVER－TONGUED ONE．
＂So that＇s the s：lyer－tongued orato ＂So that＇s the s：lyer－tongued orator
is it？said the man in the rear seat．
＂Wonder why they call him that？＂ ＂Because，＂replied the weary listen
er，＂silence，which is golden，is s．
much nore valuable than his oratory．
－Cinciniati Commercial Tribune． illing time．
＂They say that littie town where Dr
Carver located is one of the healthies
in the corntry．＂
＂Yes．＂
＂How does the doctor kill time？＂
＂By searching for some means
JUST LIKE A WOMAN
She（sentimentally）
dare anything to ree，dea
He（passionately）－＂Anything，dear．
She（rapturously）－＂Oh，what，for in
stance？＂， He hesitated a moment and then－ kissed h
Slue（a
She（angrily）
Brooklyn Life

6be tapkets











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Ris：in Lostatature
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