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AN ASSET FOR SUCCESS

SELF-CONFIDENCE A GOOD THING

Graham Hood, writing in the Oregon Journal, "hits the nail on the head" in many of his declarations on the assets of a successful man. An article of recent date is as follows and is well worthy of the serious consideration of our boys:

Have you ever noticed what a difference there is in the appearance of men? I do not mean a man's physical appearance or the clothes he wears. I mean the air of individuality he exhibits in his association with men.

In this way the appearance of two men will differ as widely as their size, or their features, or the way they trim their beard. Moreover, in most cases, this difference in appearance is a trait of which the man himself is unconscious.

There are those who pose—who try to make others believe that they are something which they are not. All such efforts usually fail in the end. A pose is like a lie or a theft—it is certain to be found out some time, and, when the truth is discovered, the man who has been depending upon these false pretenses to aid him in building a career loses all the advantage he may have gained. No, the traits to which I refer are those which cannot be imitated. They are the natural exhibitions of the sterling qualities which some men possess more than others.

Look closely at the really successful man and see what you can see. If you are observant, you will discover that he actually radiates self-confidence. As he walks the streets you can tell by the way he holds his head and the swing of his body that he is a man who can be trusted to come pretty near to doing what he undertakes to do. It isn't a pose with him. It isn't an air of self-assumed superiority, donned for the purpose of advertising his capabilities to the world. The chances are he would be very much surprised were you to tell him that he carried about the evidences of his ability as a producer as conspicuously dis-