

This is the day of specialists. The range of human knowledge has increased so enormously that the mind cannot grapple with it. For this reason a necessary requisite to success is concentration, or devotion to one subject, one course in life. The great names known in history are identified with some one achievement upon which all their life force was spent. The man who succeeds has a program; he fixes his course and sticks to it; he lays his plans and executes them; he goes straight to his goal. He is not pushed aside every time a difficulty is thrust in his way. If he cannot go over it he goes around, through it, or under it. The most successful men are those who have but one main object and who pursue it with great persistence.

Many vocations that pay well in the beginning pay but little better after years of service and usually those slowest in beginning to yield a return pay best in the long run. A boy often makes a mistake in choosing a place because the pay seems good and after a few years with but little increase he is crowded out because younger boys can be hired to do the work for less pay. Select the job in which there is chance for promotion and increase of pay even though the pay is not so good at first. Complaint is often made that boys will not stay in one trade long enough to learn it. A boy begins on \$4 a week and after a few months learns that he can get \$5 a week in another trade, so he changes. One boy started in a shoeshining stand, then worked in a laundry, later in a cigar factory, then in an office, and as newsboy on a train. He never earned more than \$5 a week and at the end of this time could not write an intelligent letter.

Find out in what trade you have special ability. What occupation appeals to you? Do you like to handle tools? Be a carpenter, a cabinet-maker, a machinist or a blacksmith. Do you like to bargain or trade? Be a merchant, a banker, a broker, a real estate man. Do you like to draw? Be an architect or an artist. If you like to handle stock and watch things grow, be a farmer, a gardener, an orchardist, or a stockman. Begin early to make your preparation. Horace Greely said, "To make an editor you must catch him young and feed him on printer's ink." Skill with the hands can best be acquired in youth. After selecting your trade or calling do not be ashamed of your work and think it is more honorable if you could do something else. Anybody engaged in any one of the trades just mentioned can be just as genteel and dignified as the clerk, the lawyer, the doctor, or the minister. In the second place, fall in love with your work. Do not always be listening for the whistle to blow, for play to begin.

Ever bear this in mind: If you want to do anything very much, you can. Quakers say, "What you will, that you can do." Many have no choice and their lives are shaped by accident or chance. Some