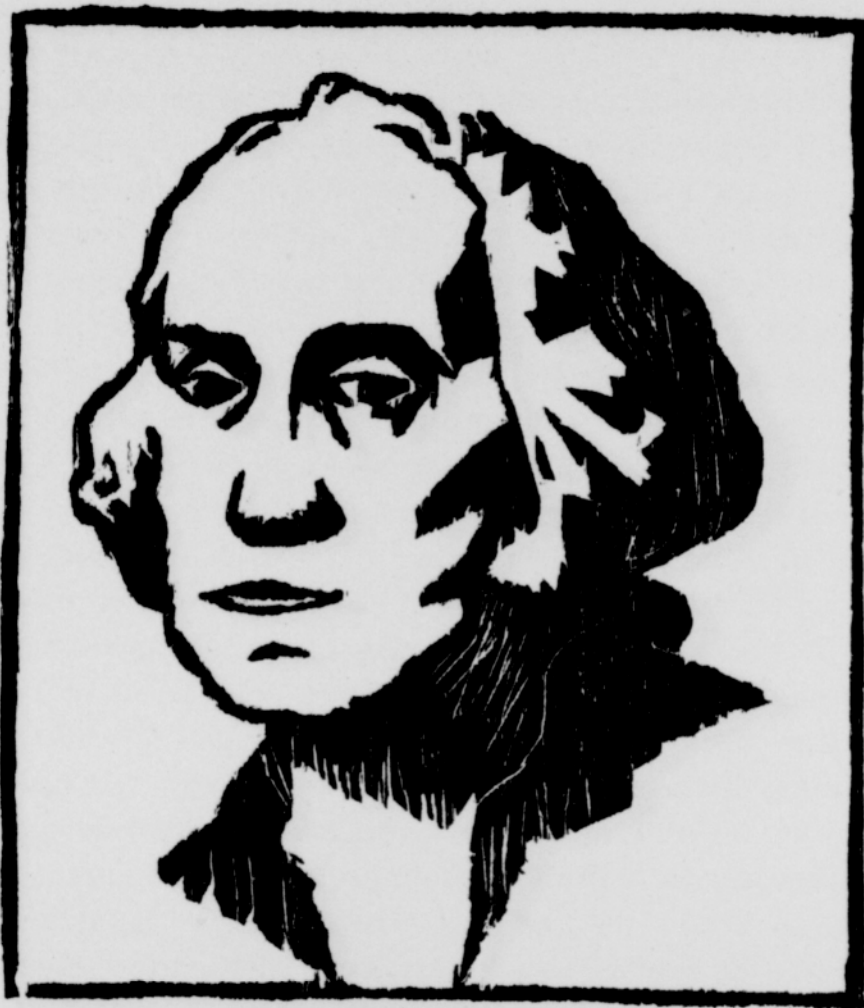


stupid. Do not bewail your ill-luck in not receiving what you think your just deserts. Most of us reap as we have sown and receive a fair return for our labor. The world is made up of Lincoln's "plain people" who, George Eliot says, are the "salt of the earth." These, who are great in their little world, gain the respect of their neighbors and wield influence not to be despised. Theirs is average success. The elements of success are everywhere the same—patience and persistence, exact knowledge, a trained judgment and agreeable manners. Agreeable manners are of great value to anyone. You can afford to be cour-



teous and agreeable. Never be too busy to be good natured. It will insure you hosts of friends. It was said of one eminent man that whoever sat next to him at dinner became his admirer for life. Another said, "I owe my success to being good-humored with everyone." Cultivate the art of making friends. A large circle of friends is the best capital in life.

Another element necessary to success is trustworthiness. Character is more important than skill. No one wishes to employ the man who