

is shiftless, idle, and shirking. An eminent bishop said, "Success in life is due mainly to plodding industry, and moral qualities count far more than intellectual brilliancy." Fidelity, energy and ability always wins. There are those who argue that sharpness and trickery are the means to success, but success won by this means is very unsatisfactory and fleeting. Franklin said, "The way to success is as plain as the way to market. It depends on two things—industry and frugality; that is, waste neither time nor money, but make the best use of both." And he followed this plan, working early and late in his shop. "Keep thy shop and thy shop will keep thee."

It requires grit, courage and determination to succeed. P. T. Barnum, the great showman, furnished a striking example of this fact. He achieved success only after he had met with repeated failures and remarkable catastrophies. Four times he was burned out. Once after he became rich he lost his entire fortune and became saddled with debt that required years to pay. But with grit and perseverance he turned defeat into victory.

There is not likely to be discovered any new and original methods of getting on in life. The surest way to prosperity and reputation is to follow the beaten path which millions have trod before. As you go about on our city streets, on the crowded trains, do you not sometimes wonder how all of these people are employed? How is it that they all can wear good clothes and live in comfortable houses? Is it through luck or chance? The solution is easy. The vast majority gain food, clothing and shelter by earning them. In order to earn a living from the public it is necessary to give something in exchange—labor, knowledge, professional advice, instruction, news, entertainment.

An important lesson to be learned by everyone who would accomplish anything or make his mark in the world is the art of regulating and economizing his time. Time in youth and early manhood is most valuable. Then we are full of vim, hope and enthusiasm. One hour given to work or study at this time accomplishes more than double the time spent later in life in a similar way. Unfortunately, in youth we do not appreciate the value of time and often before we discover its great worth the best years of life have fled forever. It is only with difficulty that habits of idleness and indolence are broken up. "One of the hardest lessons that we have to learn is that lost wealth may be replaced, though not easily, by industry, lost knowledge by study, lost health by exercise and temperance, but lost time is gone forever.

Today's duties can only be done well today. Tomorrow all will be changed. New duties and responsibilities will claim our attention and the neglected work of yesterday makes an added burden. If we examine the lives of men who have achieved great things we will find