

3 MAY 8

# The Chemawa American

Printed at Chemawa, Oregon, and Devoted to the Interests of Indian Education

Vol. XXV

Wednesday, February 7, 1923

No. 16

## THE WAY TO SUCCEED

We heard of a boy not long ago who applied to a firm for a situation. One clause in his letter of recommendation was sufficient to at once secure him the place. It was this: "He is a boy who knows how to carry out an order to the minutest detail." It is needless to say that the merchant did not care to look for further testimony as to his fitness. That was the kind of a boy all business men are looking for. That boy is on the way to success—because he knows how to obey orders.

Why is it that some young people can carry out orders so fully as to win the commendation of their employers while others seem always to leave out something, to bungle and confuse, perhaps, the most important thing of all? It must be because they are not seeking to please their employer and make his business theirs. They are after the pay, but do not take a personal interest in the work. They do not give their whole mind to their business, but give only half attention, and they do not grasp all the details of orders given them and so fail to carry them out.

Such young people are found everywhere. We have to deal with a few boys and girls here at Chemawa who have these failings, and they are like broken staffs upon which we lean and which fail us. It is a sad comment upon anyone's character that it must be said, "I cannot trust him to do what he is told." Boys and girls, ask yourselves if you are ready to carry out orders to the minutest detail, just as they are given to you? If you are, then you have that which will recommend you to those who are looking for faithful and conscientious workers.

Business men do not employ half-hearted, inattentive people. Now is the time to learn this lesson that it may be of use to you when you leave here to assume the duties and responsibilities of outside life.

No matter what business you take up, if you want to succeed, you must do what is assigned you a little better than anyone else about you—better than the other fellow—so that the attention of your superiors will be attracted to you. Simply doing your duty will not do, for everyone is expected to do his duty. You cannot make people believe that you are interested in your work if you are not.

Everywhere we see men and women making "bad breaks" which cost friendships and positions simply because they have never developed the quality known as tact. Business men lose customers, lawyers lose their clients, physicians their practice, preachers lose their power in the pulpit, teachers and others lose their positions, students lose their standing, all because of lack of tact.

No matter how much ability a person may have, if he lacks the tact to use it effectively, to say the right and to do the right thing at the right time, his ability is practically valueless.

It is said that many business concerns and institutions put tact at the head of a list of requirements in their employes. A tactless person does not get along very well with other people because of the faculty of antagonizing others. They seem to say the wrong thing, hurt people's feelings, because they lack an appreciation of the value of tact.

Tactful people make friends rapidly because they have a way of drawing people out and inducing them to express the best within them. Tact is admirably described as "the ability to put yourself in the other fellow's place and consider the matter as it appears to him."

If you would win friends you must also be generous. Large-heartedness is always popular. Learn to say pleasant things of others. Look for the good in others. Be fair and just in every criticism, and beware always of people who are constantly criticizing others, finding flaws and defects in their characters, or insinuating that they are not quite what they ought to be. Such persons are dangerous.

It is the little things here at Chemawa which make your education, morally, academically and vocationally. All the big things are made up of little things, so if you attend to the little things you are on the right road.

A person possessing these qualities cannot be hurt too deeply for recovery, nothing can injure him permanently, nothing can stop him—it serves him, and he in turn serves all humanity, a power in the land, a wonderful, complete, successful man or woman.

So, for success three things are essential: Intelli-

(Continued on page 4)