

HOW POOR BOYS BECOME SUCCESSFUL MEN

You want some good advice.

Rise early. Be abstemious. Be frugal. Attend to your own business and never trust it to another. Be not afraid to work, and diligently, too, with your own hands.

Treat everyone with civility and respect. Good manners insure success. Accomplish what you undertake. Decide, then persevere.

Diligence and industry overcome all difficulties. Never be mean--rather give than take the odd shilling. Never postpone till to-morrow what can be done to-day.

Never anticipate wealth from any source but labor. Honesty is not only the best policy, but the only policy. Commence at the first round and keep climbing. Make your word as good as your bond.

Seek knowledge to plan, enterprise to execute, honesty to govern all. Never overtrade.

Never give too large credit. Time is money. Reckon the hours of the day as so many dollars, the minutes as so many cents. Make few promises. Keep your secrets. Live within your income.

Sobriety above all things. Luck is a word that does not apply to a successful man. Not too much caution--slow but sure is the thing. The highest monuments are built piece by piece. Step by step we mount the pyramids.

Be bold--be resolute when the clouds gather, difficulties are surmounted by opposition. Self-confidence, self-reliance is your capital. Your conscience the best monitor. Never be over-sanguine, but do not underrate your own abilities. Don't be discouraged. Ninety-nine may say no, the hundredth, yes.

Take off your coat: roll up your sleeves, don't be afraid of manual labor! America is large enough for all--strike out for the west. The best letter of introduction is your own energy. Lean on yourself when you walk. Keep good company. Keep out of politics unless you are sure to win--you are never sure to win, so look out.

