

THOUGHTS ON BUSINESS

BY
WALDO PONDRAY WARREN

WHY MISTAKES ARE MADE

MISTAKES do not "happen"—they are the results of causes. A vast measure of time, money, and opportunity is lost in making mistakes and trying to rectify them. To correct mistakes is a good work, but to prevent them is a far higher achievement. The "ounce of prevention" may be applied by carefully considering some of the chief causes of errors in business. They are:

- Carelessness, inattention and superficial interest;
- Laziness—not being willing to take the trouble;
- Accepting appearances as facts without investigation;
- Proceeding without discussion or advice;
- Impulsive decisions not well thought out;
- Lack of foresight and preparation;
- Wrong theories and biased advice;
- False economy and desire for gain;
- Lack of tact and thoughtfulness;
- Forgetting and neglect of duty;
- Depending on those not properly instructed;
- Failure to take due precautions;
- Failure to safeguard weak points;
- Overconfidence and exaggerated hopes.

The remainder may be charitably classed as the result of human frailty—a last resort in explaining mistakes that cannot be rectified nor traced to their roots in undeveloped character.

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Humor and Philosophy

By DUNCAN M. SMITH

REMINISCENT.

Back to the town where I was born
To see the boys again
Who used to go to school with me
When we were little men,
To talk about the ancient pranks
On which we used to thrive
And cause the teacher, young and prim,
To know she was alive;

To tread the old familiar ground
Where in the long ago
Quite methodless my infant feet
Went lightly to and fro;
To talk with ancient citizens
Awhile for old time's sake
Whose apple trees I used to rob
And get the stomach ache;

To wander where the babbling brook
Across the meadow stole
And see with my delighted eyes
The old time swimming hole,
To gaze into its murky depths,
To wonder at the time
I had the nerve and recklessness
To plunge into that slime.

Oh, city of my boyhood days,
Oh, village of my birth,
I used to think that you were just
The finest place on earth;
But now that I have been around
And have a wider view
I find that there are here and there
Some towns as fine as you.

Something Else.



"Have a cigar?"
"No, I never use tobacco."
"Have a cigarette, then."

Quite Likely.
"It is easy enough to plumb a woman's mind."
"Is it?"
"Yes."
"There is another thing that is easy too."
"What?"
"Getting your plums canned."

Where Luck Counts.
"A man can do anything he makes up his mind to do."
"Think so?"
"Yes. It is all a matter of will."
"Ever try to break the bank at Monte Carlo?"

Disqualified.
"I come to you for your candid opinion."
"I have no candid opinion."
"No?"
"No; I am a politician."

Explained.
"Are you fond of autumn, Mr. Brown?"
"Why, I am a married man."
"Well, what's the answer?"
"Housecleaning time."

No Recourse.
"Suppose the football game is slow. You have to hold the sack. If no one in the game is killed you get no money back."

Cast Him Out.
"I hear that Jobtax has settled down since his marriage."
"Yes; he has become a staid family man."
"Never goes out with the boys at all?"
"No. He has cut them out so completely that they got together the other evening and formally expelled him from the town painters' union."



WHEN THE BABY CRIES—

Don't let the mother see that it annoys you; some women are just contrary enough to take delight in annoying, and the child might hurt himself.

Let him have your watch to play with; he may be a master mechanic in embryo, and there is nothing like encouraging latent talent.

Don't tell his mother that he looks like her at this crucial moment; just remark contemptuously that as a pocket edition of his dad the youngster strikes you as a howling success.

If he has any particularly young and good looking aunts you might turn yourself into a jack-in-the-box for his edification; you will thereby add much to the joyousness of the young inches when they recite the incident to hilarious friends.

Ask anxiously what is the matter with the perturbed father while his offspring is taking lung exercise; you will thus prove your friendly concern and incidentally get set down mentally as an idiot.

WORKING A SWINDLE.

The Way That Clever Rogues Operate Through the Mails.

Uncle Sam is as proud and watchful of his mails as a father of his favorite child, yet it is through the postoffice that the succulent "sucker" is so frequently ticked for, sometimes by a thin line of correspondence reeled out 3,000 miles away, and he has been known to snap at one hook with avidity while at the time he had another in his gills.

One man engaged a small room in a downtown office building, New York, installed a single typewriter, which he manipulated himself, and from an investment of less than \$300 within two months cleared over \$10,000. How did he do it? Let us go back to the day that his office rent began.

First, he had his door adorned with handsome gold lettering, as follows: "Henry Harriman, Watch and Diamond Merchant."

A capacious letter box was then attached to the door, and, removing his coat, Henry Harriman, with a newspaper directory at his elbow, struck off several hundred typewritten letters to as many different newspapers throughout the country, inclosing in each letter 10 cents in stamps and asking that he be forwarded a copy of the latest edition.

As fast as copies of these papers came in he looked over the death columns and, selecting one or two likely names from each paper, sent the decedent a typewritten letter begging that he kindly remit the \$10 balance due and the hundred dollar diamond ring which he had purchased would go forward by express. A neat bill was inclosed with the letter, made out as though \$90 in installments had already been paid in on the diamond.

When this letter reached its destination (and with it was sent an illustrated folder of watch and diamond bargains) it was opened by the widow of the decedent, and thirteen times out of a baker's dozen the \$10 was remitted in haste by that surprised yet not less pleased lady.

An early letter informed the widow that her remittance had been received and the diamond would go forward by express within twenty days direct from the importing house. Should she fail to receive it, would she be good enough to notify the firm, etc.

When the postoffice inspectors looked into the matter some two months later they found correspondence showing that Henry Harriman, watch and diamond merchant, had netted over \$10,000, but that gentleman had thoughtfully betaken his person to greener fields.—Don Mark Lemon in Bohemian Magazine.

Prefers Wood to Paper.

The looker on was watching a contractor doing some figuring where his men were building a house. He took out his pencil and carefully put away in his pocket a small block of paper, which, however, was evidently intended to be used for hasty scribbling and notes. Then he commenced a frenzied search for a small block of wood and finally compromised by figuring vigorously on the frame of a window.

"Why didn't you use the paper?" humbly questioned the looker on. The contractor looked surprised. Then he laughed. "To tell you the truth, I don't know," he said, "except that I've got into the habit of working on anything else but a piece of paper, so never feel at home until I have found a scrap of wood or something."—Boston Record.

Too Fair For Use.

"The late Bishop Potter," said a famous beauty at a dinner in New York, "could pay charming compliments. He paid me a charming compliment when I was a young girl."

"It was at a country house in Vermont. Bishop Potter was very busy in the library one morning when I entered. He at once asked me to help him. He gave me a list of charity subscriptions to add up. As I set to work Bishop Potter, bending over me, said: "You must forgive me. I have grave computations about asking you to do anything useful. It is as if one should eat hash from a gold dish carved by Benvenuto Cellini or use for a napkin a square of venetian lace."

An Exciting Pursuit.

Once at an international photographic congress the question was raised which was the most exciting pursuit in connection with the camera. One member averred, "Photographing wild beasts in Africa." Another gave it as his opinion that photographing the treacherous summits of the Alps and Himalayas was the most nerve racking; another mentioned submarine photography. When they had all finished, a pale, wild eyed man got up and said: "Gentlemen; all these things are placid diversions compared with my speciality. I am a child photographer."—Strand Magazine.

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To the creditors of said estate: You will take notice that I will sit at the county court room in Alliance, on Monday, May 17th, 1908, at 10 o'clock a.m. to receive and examine all claims against said estate, with a view to their adjustment and allowance. The time limited for the presentation of claims against said estate is six months from the 16th day of November 1908, and the time limited for their payment is one year from said 16th day of November, 1908. All claims against said estate not presented to the court by said 17th day of May, 1909, will be forever barred.
Witness my hand and the seal of our County Court this 16th day of November, 1908.
(SEAL) L. A. HENRY, County Judge.

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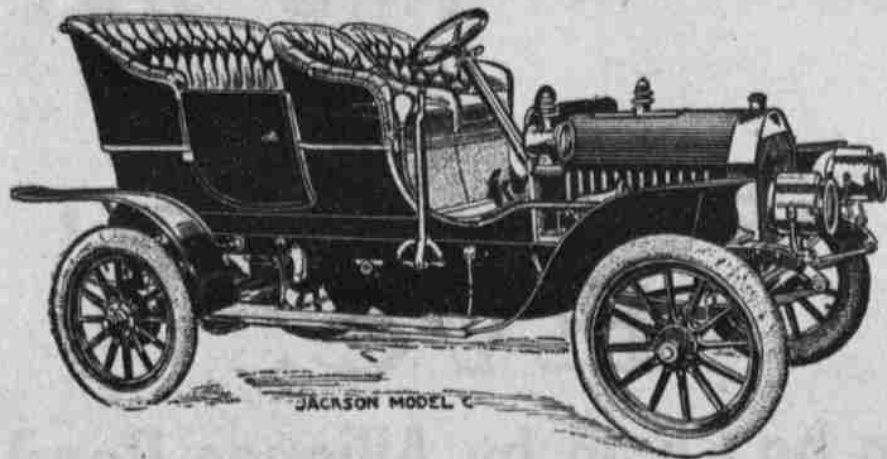
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