

# The Story of two men who fought in the Civil War

FROM a certain little town in Massachusetts two men went to the Civil War. Each of them had enjoyed the same educational advantages, and so far as anyone could judge, their prospects for success were equally good.

One man accumulated a fortune. The other spent his last years almost entirely dependent upon his children for support.

He "had hard luck," the town explained. He "never seemed to catch hold after the war."

But the other man did not "lose his grip." He seemed to experience no difficulty in "catching hold" after the war.

The difference in the two men was not a difference of capacity but a difference in decision. One man saw the after-the-war tide of expansion, trained himself for executive opportunity, and so swam with the tide. The other man merely drifted. The history of these two men will be repeated in hundreds of thousands of lives in the next few months.

*After every war come the great successes—and great failures*

IS your future worth half an hour's serious thought? If it is, then take down a history of the United States. You will discover this unmistakable truth:

Opportunity does not flow in a steady stream, like a river—it comes and goes in great tides.

There was a high tide after the Civil War; and then came the panic of 1873. There was a high tide after the Spanish War; and then came the panic of 1907.

There is a high tide now; and those who seize it need not fear what may happen when the tide recedes. The wisest men in this country are putting themselves now beyond the reach of fear—into the executive positions that are indispensable.

*Weak men go down in critical years—strong men grow stronger*

IF you are in your twenties, or your thirties, or your early forties, there probably never will be another such critical year for you as this year, 1919.

Looking back on it, ten years hence, you will say: "That was the turning point."

Thousands of the wise and thoughtful men of this country have anticipated the coming of this period and prepared for it.

They have trained themselves for the positions which business cannot do without, through the Alexander Hamilton Institute Modern Business Course and Service.

The Institute is the American institution which has proved its power to lift men into the higher executive positions.

*These men have already decided to go forward*

AMONG the 75,000 men enrolled in the Institute's Course, 13,534 are presidents of corporations; 2,826 are vice-presidents; 5,372 are secretaries; 2,652

treasurers; 11,260 managers; 2,626 salesmen; 2,876 accountants.

Men like these, have proved the Institute's power: E. R. Behrend, President of the Hammermill Paper Co.; William D'Arcy, President of the Associated Advertising Clubs of the World; Melville W. Mix, President of the Dodge Manufacturing Co., and scores of others.

Men, who have trained themselves to seize opportunity, will make these after-war years count tremendously.

You, too, can make them count for you.

*Send for this book. There is a vision in it for you of your future*

TO meet the needs of thoughtful men, the Alexander Hamilton Institute has published a 112-page book "Forging Ahead in Business." It is free; the coupon will bring it to you.

Send for your copy of "Forging Ahead in Business" now, while your mind is on it. You could not seize the chance that came after '65 or '98. But it will be your fault if ten years from now you say: "I could have gone on to success with 75,000 others, and I did not even investigate. Fill in the coupon and mail.

## Alexander Hamilton Institute

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