

pend more upon chance than upon opportunity.

But a word of warning is necessary to the young lawyer who, allured by the promise of pecuniary profits, may become insensible to their cost. He must pursue his ambition in one of our largest cities, and he must ally himself with a class. Let him weigh whether the prize is worth the sacrifices required. The social and business requirements of city life attack the seat of all happiness—good health—while association with a limited portion only of any community narrows the man. It is not only because the wealthy lawyer is rich that his fellow-men seldom thrust public honors upon him, but because in the pursuit of money, he generally becomes the exponent of the wealthy members of the community only, and as a result, too often loses all sympathy with those who oppose his contentions. The man who distrusts a jury or fears the people, is out of touch with our institutions. The man whose daily duty it is to defend a corporation finds it difficult to look upon the jury system as the palladium of our liberties, and to believe the public sincere in its declarations for equal rights. But this is because he is ever guarding a single interest. If the city lawyer represented now, as formerly he did, the poor man today and the rich man tomorrow, if he as often sought to uphold the will of the people, as to attack it on constitutional grounds; if his talents were at the command of oppressed poverty as often as they are to protect property from the unjust attacks of demagogues, he would view our institutions differently, and the public would take a kindlier view of him. But our nature is so weak that I fear the temptation to make money will continue to allure lawyers from the nobler walks of the profession to those that are more in harmony with the desires of the age. Yet as such walks will be closed to some, let the others console themselves with these truths: The lawyer who remains in the country will live longer, his life will be broader, and his opportunities are the best for obtaining the greatest success that is within the ambition of any man.

Chicago, Ill., July 15, 1901.

M. E. INGALLS.

President, Cleveland, Cincinnati, Chicago & St. Louis Railway Company.

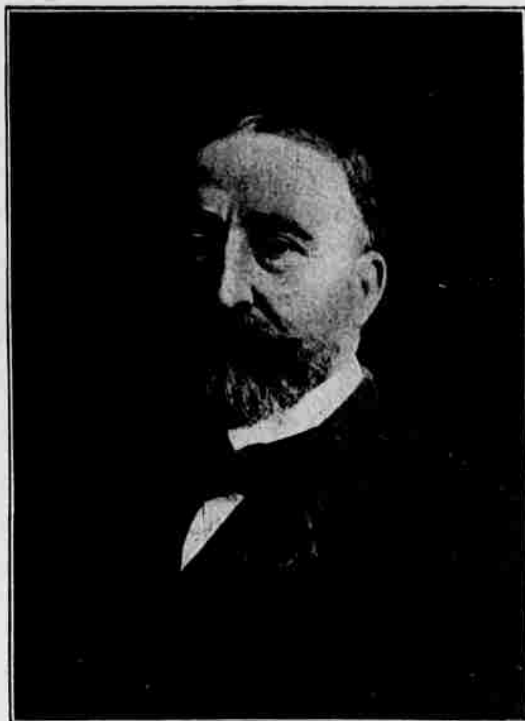
Answering your inquiry of June 20, as to "What are the Young Man's Chances," I should say that there was not very much difference now in the opportunities for advancement from what they have been for the last century or more. As Daniel Webster once said, "There is always plenty of room at the top," and there always will be.

If it is the ambition of a young man

to become enormously rich, the chances are probably better today than ever, because with the increase of wealth and facilities of transportation and communication there are more speculative conditions where success and good fortune may lead to wealth, although very few get the right path in this direction.

If a young man desires to succeed politically, there never was, in my judgment, in the history of the Republic a better time than today. The great mass of the people are too busy with their own affairs to devote even the attention they ought to give to political conditions, and therefore a young man who will devote himself to the study of political economy, and give his time to it, has a very good chance to succeed.

I should think that the proper ambition for a young man would be to suc-



M. E. INGALLS.

ceed in securing a fair competence for his support, obtaining the respect of his fellowmen and performing his duties as a citizen of one of the greatest and best governments on earth, properly and well. In that line, certainly he has his fair chance. There is a very great demand for workers in all grades and all classes. Attention and diligence and integrity are the requisites for success.

Every young man should make up his mind, first, what line of business he wants to follow; then he should endeavor to secure employment in that line, whether at the bottom or half-way up, the best he can. Then he should learn everything about the business and make himself so useful to his employer that he cannot dispense with his services. A young man who does this has made his fortune and attained what ought to be considered a success; not meteoric, but steady, comfortable success, which brings happiness and health and contentment.

Cincinnati, June 25, 1901.

ROBERT C. CLOWRY.

Vice-President of the Western Union Telegraph Company.

I have received your letter asking for my views in reference to the young man's chances of success in commercial life and do not hesitate to say, that, in my opinion, the chances of success in commercial business, for the right sort of young men, have never been so good as at the present time; provided that the young men are well educated, honest, industrious and faithful, and not handicapped by mental or physical defects, or by a full university course of education, and enter business early in life so that they may be molded to their work, and in line for promotion when opportunities present themselves.

To be successful, the young man should be not only industrious and faithful but always willing and anxious to perform more service than is allotted to him; to guard and watch his employer's interests at all times, regardless of stipulated hours—whether the employer is the United States Government, a large corporation, a firm, or an individual, and the service should be performed not only intelligently, but modestly and unostentatiously, so as not to excite the ill-will of other employees. He should, if possible, acquire the habit of performing extra work for his employer, visiting his place of occupation at night or on Sunday—if consistent with his religious convictions. He should take a large view of the whole business of his employer, and become familiar with the details of the different departments. He should be a constant student and reader, when not at work, giving special attention to biography, travels, history and geography. He should know what great and successful men have already accomplished, rather than what some imaginative novelist would have them do. He should read such works as the journals of Lewis and Clark on their expedition across the continent to the Pacific coast of the United States, in 1803, and when discouraged or disheartened, remember the sufferings and vicissitudes encountered by them. He should read "John Halifax, Gentleman," and not only never forget to be a gentleman, without being prudish, but endeavor to associate with gentlemen and ladies in social life, and cultivate the acquaintance of persons of more experience and culture than himself.

It is a great mistake for a young man to think that his efforts to be efficient and to perform more work than is set apart for him will not be noticed by his employers or superior officers. The appreciation of such service may seem

*I think that a full university course has a tendency to unfit young men for the rough struggles, incident to the small beginnings of a commercial business career.