

## Highland Park News-Letter

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### New Paths Only Way to Success

The young man considering his life work and the chances for success must not lose sight of the fact that this success must be made in the future. It will have had no connection in all probability with the past; it may have little connection with the material present. The young man who stops at 20 years old to consider these chances of his must realize that he is fortunate if success can be attained within ten years; fortunate, indeed, if at 40 years old his ships are coming in laden. Many another man has not wearied at 50, scanning the horizon for the first glimpse of their sails.

We are confronted every day with the trite expression that "times have changed." The observation always is in the past tense. Many persons giving voice to the truth forget that times are changing even as they talk, and changing more rapidly than ever before in the history of the world. When an atlas of the world, drawn to a scale of perfection in one year, is obsolete in another twelve months one may have a suggestion of how deeply the spirit of change is written upon all things.

It is a pretty true observation that when a man begins to turn back into reminiscences he has stopped growing and is letting the present forge ahead of him. The field of reminiscence is a poppy field, where the senses are lulled and soothed and where fancies wander regardless of present.

Just here lies the danger to the young man in setting his compass by the course of the man who made his success at 40 years, or perhaps 50 years. That man is pointing back twenty or thirty years, showing the young man the course, when the young man is needing to look twenty or thirty years in exactly the opposite direction.

It is not worth the paper it might be printed on for a young man to read how, fifty years ago, a person buying a lot at the corner of two down town streets in Chicago, made \$150,000 on the transaction. "Go west, young man, and grow up with the country" is as obsolete and impossible in some of its possibilities today as would be the advice to climb a telegraph pole to examine a star. One might as well advise a young man as a start to go out west and engage as a pony express rider, or take a whip hand at driving an overland stage coach as Mark Twain saw it done.

It is only in a limited sense that even the ethics of the successful man of yesterday will be applicable to the young man who is to attain success tomorrow. Just as the luxuries of yesterday are the necessities of tomorrow, so the traditions and manners and customs of yesterday are obsolete. Here "times have changed" again. Some one has said of Chicago, as might be said of many other great cities, there are comfortable salaries offering in many lines of work—on the unwritten but implacable agreement that the persons drawing these salaries must spend the greater part of it! Once a miserly saving was one of the virtues of the clerk who was determined to succeed. He

could wear a hickory shirt, leave off coat and vest, sell dry goods all day, and then sleep on a pile of carpets in the back of the store.

Today there are situations in the business world in which the man who is struggling for success needs to put his best foot foremost, and perhaps spend beyond his means in the legitimate effort to attain a vantage point that could be reached in no other way. The time is past when a young man can come into the great city and find potential capital in his bare feet and ill fitting linen duster. If he comes in well dressed, with an air of having fed well and substantially, and can cover up the fact that he has only 20 cents between him and the woodyard, he is of the stuff of which the times are made.

Considering these changes which confront the young man venturing into life, it may be said that the old, half stultified virtues that have come down through the ages as enduring truths are enough of the past for him. Perhaps these virtues need accentuating. Honesty, intelligence, a sane degree of earnest application in his work and a sane observation of the principles of the golden rule will be found requisite to the right kind of success. Beyond these virtues, the young man has need of a strict application to the work of today and a keen eye for the condition that shall rule tomorrow.

The greatest failures that have been marked in the world are the failures that have come of shortsightedness. Men who have been sufficient for today have fallen hopelessly short of the morrow. Ten years ago or more a federal building was planned for a great city, presumably for the business of a city a hundred years after the structure should be completed. But before the structure is done it has been discovered that it falls short of accommodating the business of the post-office department of today. Only a few years ago in Chicago a big corporation bored a great tunnel under the Chicago river and finished it as a tunnel never before had been finished in the city. It was such a piece of engineering that the builders gave a banquet commemorating its building. But less than ten years later the national government has ordered its removal as an obstruction to navigation because of the ever deepening draft of lake vessels.

Nothing in this blase age is quite so striking to the world as a new idea. Never before was the world more ready to leave the old and turn to the new. Yet these whimsicalities must be observed, as much so as its deep seated demands and prejudices. The young man seeking success at the hands of the world must be in an attitude of rendering it the things it wants today. It will dream itself of the things it had yesterday—and always it will refuse to consider the coming needs of tomorrow.

Here in this shortsightedness of the world, the young man with that rare quality, foresight will find his opportunity. With a situation given to the ordinary man, there is every chance that, with the least preparedness and the least of originality in the emergency, he can make shift and meet the conditions in a fairly satisfactory manner. But he is a mere cobbler in the work of life. It is the man who can foresee a situation and prepare for it out of hand who is to be the genius of his time.

Taking the man of yesterday who made his success in the business world it will be discovered that conservatism was his chief virtue. He held fast by the traditions of his father. Most of these were good in his career. Change was not so strongly marked upon everything. Today the young man in the scientific world, in medicine, in surgery and many of the newer lines of the world's work—as in electricity—must be in the attitude of accepting an overturning of all that has been taught him as gospel. Only a few years ago the doctor treated a boil by dosing the patient

for his blood; today the surgeon lances it and destroys the germ that caused it. Radium and the knowledge of radio activity may upset the "laws" of all physics. Electricity is a household necessity, while the man who produces and harnesses it has as yet to learn what it is.

Receptiveness in the young man must always be essential to his success. But he should receive the new things that are proved and not nurse the old things that are obsolete. Let yesterday take care of itself. Today is big with opportunities and tomorrow is richer still with unlisted things. Look ahead and not behind.

### The Value of Wealth

Money is the motive power of the business, social and commercial world. It is the root of all evil and the source of much joy. Tainted as it is by the abuses and follies of the ages, man is ever after it as he ever has been. When that day comes when humanity will forget to enter the mad race for wealth than the peace on earth good will toward men period of our existence will be here. But as long as the strife is as bitter as it is to-day with increased deception and tricks to acquire wealth rapidly, men and women will stoop to conquer as they have done before. Wealth brings social distinction, honor and sometimes health, and it is not to be wondered at that all covet it. Yet there are some things it cannot purchase, and those who live upright and righteous lives claim that they are better off than the possessors of great riches. In this reflection they secure their consolation for not owning the material things of life in overabundance.—Youngstown (O.) Vindicator.

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