

World Leaders I Have Met
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as teachers. Clergymen's certificates and a history of religious activities are usually a handicap to an applicant for a position.

Young Men Advised to Study the Bible.

"Yet I sincerely and conscientiously believe that our clergy should occupy the commanding position in each community and that the intelligent study of the Bible is the soundest advice I can give to any young man. Democracy is all right in some things, but the democracy that puts the teaching and interpretation of the Bible in other than trained hands is wasteful and dangerous. I am not sure, indeed, that the Roman Catholic Church is not wise in discouraging the indiscriminate teaching of the Bible. I was brought up to regard the Bible as a guide on how to die. The objective of life was to be as unhappy and as uncomfortable during the years we had to endure this life as possible, and to look forward to death as our main aim in life and a happy release, but always to remember that if we failed to cross our 't's' or dot our 'i's' and in other formal details from a religious point of view, we stood the chance of going to hell and suffering ever afterwards."

Unsuccessful Writers.

"I do not know that my experiences were worse than those of the average minister's son, or religious man's son. But the strictness of the training of the manse or parsonage is a great asset throughout life. But for these reasons: that is the intensive training of our youth, the misteaching of the uneducated, the Bible does not occupy the place it should in modern life, and we have had a flood of books written on success, self-help and similar topics. Many of them are good, but the trouble is that they are generally written by men who have not been successful themselves and have not associated closely enough with successful people to know their good and bad qualities. But the Bible must have been written by practical men."

O. S. Marden.

"O. S. Marden, who has written more good books and articles on success in life than perhaps any other man, has made a failure of his own life if you judge from a practical standpoint; from his own selfish point of view. He began life as a waiter in a summer hotel, but he got the higher education ambition and took up oratory and a university course. One of the world's great business successes who lived at his hotel more than forty years ago, and knew him very well and has been a friend of his through life, told me that Marden had in him the makings of one of the world's great hotel-keepers—and hotel-keeping is one of the world's great businesses."

Basic Principles.

"As I have seen life, the basic principles of all successes are to be found in the Commandments and the first Psalm. The first step in efficiency and success is to get 'experience.' Next comes his 'personality,' which covers a wide range of details. These two being satisfactory, he is started on his career. The future depends on how he conducts himself, which is dependent upon these and the associates he forms. With these views, I doubt if any successful man will disagree; but from here on I would like you to understand that statements I make are based on my own experience and observation and I may or may not be right in some deductions. If you learn as you go, you will be less cocksure as you grow older."

Practical Application.

"We were taught the Commandments in the home, in the Sunday school, and once a week they were recited in the Public school; yet no one gave them the practical turn which I believe they really mean. Only the strictest literary interpretation was given them. For instance I think that most of us were taught that the Commandment: 'Honor thy father and thy mother' meant that we were to show respect to them by prompt, strict, willing, loyal obedience; by removing our hats, standing up in their presence, saying 'yes, sir,' 'no, sir,' and going through other formalities. That is what the Commandment meant to us—and nothing more."

Longed For Advice.

"It was a mighty good training, and the world is short on it to-day. Most of our accidents—motor accidents—are due to disobedience. When I went out into the world and had to think and act for myself and longed for advice and guidance, it then gradually began to dawn upon me that 'Honor thy father and thy mother' was simply the old way of telling us to be guided in the first instance by the advice of our parents, advice based on the experience of life. This 'honor' Commandment

is one of the first, I think, a young man desiring success should practise. Learn all he can from the experience of his parents, his elders and other seniors. That, I would say is the first principle of success in life.

Eleventh Commandment.

"John Wanamaker has written: 'Proverbs are the children of daily experience. With many of us the riddle of life is still to be solved. Those who have travelled before us, along the same roads, have left foot-prints as they struggled, fell down, hoped, despaired or persevered, which ought to be of value to us as we journey on in our confidence of being able to reach the goal we have in view. The biographies, examples and cherished rules that influenced the lives of our fathers are great helps for each other.' The second principle for success and happiness in life is to be found in the eleventh Commandment: 'Love one another'; 'do unto others'; 'if a man smite you on one cheek turn the other'; 'a soft answer turneth away wrath'; and several other similar expressions, all meaning the same thing."

Honest Service.

"Years ago when I had time to keep a scrap-book, I cut and pasted in it a sentence attributed to Baden-Powell, father of Major-General Baden-Powell: 'You can go anywhere in the world with a smile and a stick.' And in Africa the natives have an expression: 'Softly, softly, catchee monkey.' I have interpreted all these things to mean politeness—humble, not obsequious. Honest, painstaking service will, in the long run, not only give you the greatest measure of success, but the greatest enjoyment and happiness in your work and life. More failures are due to its neglect than to any other cause. Men and businesses with all other essentials for success have gone under by neglect of this Commandment."

Beaverbrook Regarded as a Freak Success.

"All of you, of course, can point to exceptions to this general policy, where it has not been successful, or to unsuccessful men who have not followed it. There are a number of brilliant successes—I would call them freak successes. Beaverbrook, for example, who is perhaps more in the world's eye than any other Canadian to-day, I would be disposed to call a freak success. That is, he was not a business builder, but a promoter profiting on the work of others. At the same time the stories that his early associates tell me indicate that the strongest point in his character was that he always tried to please, and whenever someone hit him on the right cheek he turned the left. I have heard it said that he had the hide of a rhinoceros; you could not insult him. He met rebuffs and refusals with a smile and always came

back with pelasant persistence.

Avoid Doubtful Company.

"I would say that the next most important aid to success is the advice given in the first verse of the first Psalm: 'Blessed is the man that walketh not in the counsel of the ungodly, nor standeth in the way of sinners, nor sitteth in the seat of the scornful.' I think all of you, who have been brought up strictly, can look back, as I do, on certain, wicked, ungodly boys and girls with whom we would have liked to play, but were never allowed to. The churches have taught too much that the ungodly were those who did not attend church regularly, who did not make loud profession of their goodness; while those who occupied front pews and made much noise were the examples of everything that was holy for the rest of us to follow."

Religious Fakirs.

"The result has been that many frauds have been perpetrated upon the honest people by religious fakirs. A German-American Morgenthau, speaking recently at the Canadian Club, said the best way to spread propaganda was through fooling the public by religious and charitable appeals."

"I would say that ungodly men referred to here are persons who do not follow the principles for success and right living laid down in the Bible. 'Nor stand in the way of sinners,' means not to associate or to go about where you are likely to come in contact with persons who are not respected. Some years ago I recall a rising young American visited Europe. He was just getting a big following of influential friends, but he went about with some third-rate company—men and women. His presence at questionable places got into the press and his future was done for. Some time ago I made arrangements to visit the Canadian battlefields from Albert, France. I went to an agency; they were not at all satisfactory. They would put down my name, but I must pay in advance, but they were not sure that I could get a car."

Value of Introduction.

"Then I went to the American Express Company, while waiting, and Mr. J. G. Morton, the salt king, came up and chatted very cordially with me. Soon after a clerk said he could get a car, and I said, 'Make all arrangements.' 'How much?' I said, 'Don't know, will have to send you account when you return to your hotel in Paris.' 'But,' I said, 'you don't know me.' He said: 'It's all right.' I asked him why. 'You never saw me before.' After some hesitation he said: 'But we know Mr. Morton is a friend of yours; that is enough, and he has no friends who cannot be trusted.'"

Col. Maclean also narrated a somewhat similar experience in New

York, when a Canadian wanted some money at the Biltmore—just \$50—which was given with hesitation. Later he was observed by the manager to be an intimate friend of Mr. Newman, the president of the New York Central Railroad, with the result that he was registered as entitled to unlimited credit.

Pessimists and Backbiters.

"Finally," continued Col. Maclean, "sitting in the seat of the scornful, I take to mean not to be influenced, advised or guided by the persons who sneer at success in life, the pessimists, the persons who say a thing can't be done, the backbiters, and when I use the word 'success' I am not referring to money-making—it is not the money you make, but the things you do. If you do them well, take a pride in them and enjoy the doing of them and enjoy life, then you are a success."

Col. Maclean told the story of a chemist who was brought to London, Ont., to do certain work which was so successful that he got out with something like four millions.

Chemist's Success.

"He had enough to live on," continued Col. Maclean, "enough for the rest of his life, but that did not satisfy him. Away down in Texas was a sulphur body. A number of people had tried to work it, but every attempt was a failure. The old chemist took his money and went down there. He said he was going to try experiments. He worked and everyone laughed at him, and the papers poked fun at him. But he kept on working and finally he set a machine in motion which did the trick. Canadian paper mills depend to-day upon his product. He died about ten years ago leaving \$50,000,000."

Plans For Future.

"This is what the Psalm continues to say: 'His delight is in the law of the Lord and in His law doth he meditate day and night.' That

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means from the business point that the law of the Lord—the Bible—is a guide to success and a successful man throws practically all his thought during waking hours, day or night, into the work he has before him, making plans for the future, plans to do it better and bigger every year.

"There is also the question of health and dress. Some of us, particularly in our younger days, over-dress, but as we get older we do not dress so carefully. Dress, however,

counts for a good deal, but some men can afford to dress indifferently.

Finds Ontario Too Prone to Worship False Gods.

"And the sadness, the tragedy of the situation is that we are dupes, cheering them on, working for them, aiding them in pulling down, destroying the real gods who want to help us. The real gods whom they would tear down and dash to pieces are the tried Canadians—our experiences.

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