

People have different ideas as to what are the essentials of success in life or even as to what success really is. The reason for this is principally, that they look at the end of life from different standpoints. One person tries to give the essentials for success in the business world, others, for success in social circles, and some, the qualities necessary for religious success. But these are only views of partial success, as a man, to have true success, must succeed in business, society and religion.

Notwithstanding the extensive field, a few very expressive and suggestive words will tell the whole story, and it would be hard to find any better words for this purpose than "Grit, Grace and Gumption" or their synonyms, "Sand, Suavity and Sense."

Let us consider these separately and then see how they are necessarily connected in true success.

When we speak of grit, we do not mean the bulldog tenacity which characterizes some men and that makes them little more than brutes. Neither do we mean that peculiar quality called pervercity of human nature, or spunk, in a man, and stubborn in a mule, as that comes only in jerks and starts and causes him to hold out against everything no matter how reasonable. What is meant, however, is that

strength of will, that silent determination which works slowly but steadily onward toward the end to be accomplished and which can be turned back on its own path if necessity demands.

The man who has this grit or pluck will hold his course through difficulties, and the greater the difficulties, the more "sand" he will show; just as on the railroad, the more slippery the track and the harder it is to get along, the more sand the engineer puts on the rails.

Grit, as commonly used, is a very slangy term, but it is also very expressive. It denotes real strength of character, and the possessor must have a backbone, not as some men are said to be, "like an angleworm's" or as Sam Jones says, "nothing but a cotton string"; but one of steel, stiff enough to stand a severe strain but capable of being bent without breaking.

A great many people imagine that grit and gumption are enough, and that grace is a superfluity, a mere affectation put on for the occasion. They forget that "Politeness is the oil that lubricates the wheels of society" and think that when one treats them courteously or speaks kindly to them, he is preparing some scheme to work to their disadvantage. But look at the men who succeed in business. They

are always the men who know how to treat their customers politely and graciously, and never keep in their employ persons who do not know how to be civil and considerate to others.

They may be polite from policy merely and not from any real interest in the welfare of the customers, but it is a very good policy, as most people are willing to pay a little higher price for their goods, if they can get a little politeness and civility thrown in. Sir

Astley Cooper, the noted physician, whose manners were very polished and winning, said that the gruffness of his great rival, Abernethy, was worth a thousand pounds a year to himself.

The same thing applies to Society and Politics.

The men who rise to eminence in the social and political worlds owe a great deal to the courteousness of their manners. A great many politicians, it is true, "get there" principally upon their smoothness, having not much else to recommend them to public esteem. Society has also often been imposed upon by the overly suave manners of men and women, who worm their way into the highest circles in order to gain the prominence necessary for the attainment of their object.

Real, genuine grace is essentially the mark of a true gentleman. No better example of this kind of grace, or of a truly gentlemanly act could be given than that of Sir Philip Sydney, himself about to die, giving

his last cup of water to a dying soldier who was suffering from thirst, saying "His needs are greater than mine".

We now come to the last of these three great qualities, and the most essential of the essentials, Emptiness, or Common Sense. The other two depend for their usefulness upon this one. A man may have enough pluck and enough smoothness to carry him through any difficulties; he may be a graduate of the highest scientific college in the country, yet if he lacks common sense, he has not all the elements of true success.

Sense does not mean brilliancy or smartness, but it is the basis of judgment and soundness of mind.

Without it, even men of the greatest learning may be deceived and imposed upon in the smallest business transactions. Many of the most widely known scientific men, men who have moved the knowledge of the world along, have not had enough sense to buy the eatables for their families and have had to have some one buy even their clothes for them, they being utterly ignorant of such common, everyday affairs. Almost anybody can make a discovery but it is only the man with sense that can see the sense in the discovery and apply it practically. Edison, known as the greatest inventor of the century, has not done so much in discovering new forces and elements, as many other less known men, but he has discovered new and practical methods of

applying these forces and elements to the improvement of the comforts and conveniences of life.

Were it not for the rule of sense over grit and grace, many of the wild schemes proposed for the betterment of the laboring classes, for the improvement of the government, would be carried out to the destruction of all government and all peace and prosperity.

We have looked at these elements separately now let us see what part each takes in making a thorough man. Grit furnishes the enterprise, the energy, the stick-to-itiveness so useful and advantageous to a man everywhere; Grace promotes the fellow feeling which prevents friction between men who come in contact with other; Humption, from its higher station, overlooks these and acts as a balance wheel to keep the machinery of man in regular working order.

Paul C. Milner.