

Address  
made at the  
5th Ave. Evening  
gymnasium, Wednesday  
March 19, 1919, of Dreams.

all done through the years, as we look backward,  
that come to us in the long ago, when we could  
have seen, should have seen, and were going to be, and  
as we turn over the pages in the great record book  
of things done, each leaf seems to reproach to us:  
"How little, how little you seem to do." And we  
promise to do better, but we don't. We have all  
sorts of excuses for not doing it; we had a bad start,  
we simply didn't feel right, and so on and so on.  
Remains, though, the fact: we didn't.

No matter what the other fellow thinks and knows,  
we know we didn't do it. It was "good experience"  
all right, but we've had plenty of experience — and we've  
begun to use the word as an excuse for our mistakes.  
We're simply Dispensers of Dreams, that's all. For,  
it isn't what we are going to do, — it is what we are  
doing.

Although all the fellows we know think we're great,  
and the company too, down in our own hearts and souls  
we know we haven't given ourselves a square deal,  
and it hurts. After all, it is our own estimate of ourselves  
that really counts.

So let's go off by ourselves, alone, and figure out  
ourselves. Let's take several, good, long looks in the  
mirror, and have an accurate accounting with our  
selves. We've promised to do so many things so  
often, and failed to do them, that it has come to be  
a regular habit with us. And we must quit that,  
right now.



We've made all of the missteps in the class of so-called mistakes, and there is no reason why we shouldn't admit it — for we've got plenty of company — but we just won't do it, not even to ourselves.

Listen, wise people, listen. We've got to. There are no two ways about that — and you know it as well as I. We owe it to ourselves, our families, our company — we owe it to humanity — to give to ourselves and to them every day, every week, every year — the very best we have in us. Just as the pennies make the dollars, the days make the weeks and years — and we can't "make up" tomorrow or next week what we should have done this week and today.

So, let's quit "dreaming" — right now. Let's make each single day count. Then the weeks and the months and the years will take care of themselves. And we mustn't forget that everytime we deceive ourselves, we become just a little weaker individual than we were the moment before.

Sometimes, there is a bit of fun in "kidding" the other fellow, but, when we practice on the chap under our own hat, it becomes a serious matter — for our mistakes become a part of us. We are living representatives of what we have been — and our future depends upon our not making the same mistake the second time.

~~It isn't the chance the other fellow gives us, it is the chance we give ourselves that gladdens our heart and fattens our bank account.~~

And, the best way to give a square deal to the man or men, who pay us the money with which we pay for our clothes and our bread, is to get busy and give ourselves one first. Not until we do that will we come anywhere near approaching the ideal.

So, good friends, for your own sake - and the sake of those who are interested in you, and whom you should be interested - weigh yourself at your actual value. Don't worry or fret about what you have done. It is just as essential to forget as it is to remember. We mustn't handicap our

future by worrying about what we should have done, or, congratulating ourselves on what we did do.

We've got to live in the here and now. So let's cut out the dream stuff, and throw our whole hearts into our work. For, we want our names placed in the column of things done. Well, we'll find them there at the actual figure we consider our actual worth.

We can't all be leaders, but there's a lot that goes with showing them what we've got. And that is why we should have that mental analysis in the store-house of our sole, and give to everybody during this year - and all the years - the very best there is in us.

Only then can we sit in a well-deserved chair of accomplishment in the City of Consistent Producers, and sincerely say to ourselves: "I've done my work, and my Record says I've done it pretty well."

~~There'll be a whole lot of genuine satisfaction and glorious confidence go with that.~~



The Secret of Success.

- "What is the secret of success?" asked the Sphinx.
- "Push," said the button.
- "Never be lead," said the pencil.
- "Take pains," said the window
- "Always keep cool," said the ice.
- "Be up-to-date," said the calendar.
- "Never lose you head," said the barrel.
- "Make light of everything," said the fire.
- "Do a driving business," said the hammer.
- "aspire to higher things," said the nutmeg.
- "Be sharp in all your dealings," said the knife.
- "Find a good thing and stick to it," said the glue.
- "Do the work you are best fitted for," said the chimney.

M. W. F. F. F.