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**THE MEN'S CORNER.**  
PETER PRY SHEVLIN

**Trade Talks**  
THE LAWYER.  
Taking into consideration the sort of work that a young lawyer has to do during the first year of practice, the use of the word trade in his connection is no misnomer. Even the most brilliant young man, who starts out with influential family connections and everything in his favor, cannot make his expenses the first or second year. There are, of course, exceptions, but they are very few.  
It is widely believed that the law, being one of the most spectacular professions and one that has produced the greatest number of public men, is at the present time much overcrowded. The great law schools, it is continually reiterated, are turning out young men with the ink hardly dry on their sheepskins in such large numbers that the profession is overflowing into the real estate and debt collecting fields.

**Invest Your Savings**  
LURES FOR THE UNWARY.  
Much has been written in this department about the opportunities for the small investor—and the ways and means to turn small savings into the channels of conservative investment. The purpose of this article is a sort of counterbalance to show why the small investor loses in a large proportion of enterprises that best his attention. It is certainly true that, because the average man of small savings has too little experience and too much faith, that in the vast majority of cases, his moderate sum of money cannot be safely invested to bring more than a reasonable interest return. What is reasonable interest? One, two, or at the utmost, three per cent, more than his saving bank pays. Anything further than that is nothing short of tempting fate.  
The small investor should not overlook the advantages that the capitalist enjoys in comparison with himself. The capitalist bears the same relationship to the small investor as a great department store bears to an alley shop in purchasing power. The first buys where it can purchase cheaply, regardless of whether the seller is making a profit or not. The small shop of small investor is in a position where others are desirous of selling to them—at the seller's own price.  
Then where should the man with small savings look for investments? In some successful business in "own" town. To illustrate this splendid standpoint, let a well known tale be narrated.  
A banker at the head of a great institution—recently halted a merchant in his own town.  
"I have some personal funds that I wish to invest," said the great banker, and I'd like to put them in your business."  
The merchant had a business that was successful, but of no great magnitude of importance, and was obviously surprised that the great financier had even heard of him.  
"Excuse my query," he said, "but in view of the fact that you are in intimate touch with all the great business principles of the city and the inner workings of finance, why should you come to poor little me?"  
"My reason is sound," said the banker, "want to invest with you first, because your business is successful, and secondly, because it is YOUR business. It is usually pretty safe to invest with an honest man in a business that is HIS OWN. For instance, if John Wanamaker should ask to join him in a mining scheme or a Panama plantation venture, I would certainly refuse. If on the other hand, he said 'Put your money into MY business,'



he would probably get every cent I had."  
Because men have had a great success in their own business, is not the slightest sign that they will be successful in other lines. When such men take a "flyer" in some stock-for-sale scheme, they usually do so because they can afford to lose—and they usually do with the same equanimity as they would face a night's loss at poker. Accordingly, the fact that "big men" hold stock in a corporation is not the slightest guarantee to the small investor. Therefore, he is said that under present conditions and outside the conservative investments, such as bonds, short term notes and guaranteed stocks, which have been highly praised and recommended in this column, the average man with the average amount of hard won money to invest may well heed this deduction:  
Invest your money with successful business men in the business in which they have succeeded. And if possible, do so in your own home town, not only because you will have better knowledge of conditions there, but also because there is a civic duty in sharing in a town's prosperity as well as creating it.  
Small investments, like charity, should begin at home.  
**UP TO DATE KNOWLEDGE.**  
Of late only six deaths occur in each one hundred computations—a tribute to antisepsis in surgery.  
Over the telegraph wires the speed in transmitting a message is at the rate of 16,000 miles a second. When the message is carried under the sea the rate of speed is only 6,029 miles a second.

**Value of a Trade**  
Let the boy learn a trade. Perhaps in your fond father heart you think without reason that he is fitted for a profession. Perhaps you prefer to let him drift into the growing class of youths whose only qualifications in life are fly white hands and a white collar. If you wisely decide to let the boy learn a trade, be certain that it is a good one, for a poorly paid and jaded sort of trade is often worse than none, killing, as it does, initiative.  
But if you are foolishly going to let the lad's future drift until it is too late, take warning by the criminal statistics gathered from representative prisons. They have a positive bearing on the matter. Criminals in the greatest majority of cases, aside from the aftermath of degeneracy and environment, are made by the lack of a good trade. Over ninety per cent of the crimes against property are committed by young men who have neither the ability nor skill to honestly earn money enough for the gratification of their lusts. They are men without a trade, and the exceedingly small number of jailbirds who have trades, over fifty per cent are men who have some trade of the unremunerative or jaded sort.  
Oliver Wendell Holmes once was asked when a boy's education should begin. He answered promptly:  
"With his grandmother," in order to indicate, by an epigram, that the lad's education in money-making matters cannot begin too soon, and that it should be guided by ripe experience.

**Walking and Shaving**  
How far does an ordinary man walk in a lifetime? Different men have diverse strides and occupations, but it can be safely set down that the average man walks at least two miles a day—even if it is only his stroll around his office, to lunch and at home. If many men—and they are not canvassers at that—had a pedometer attached to their leg, it would register over three miles at bedtime. The average man, who walks only two miles a day, will at the end of 30 years have walked 21,900 miles, and will only fall 3,000 short of having walked around the world.  
How far does a razor travel over a man's face in the average lifetime? During the span of life the razor blade probably scrapes about twenty miles. On the dark-skinned man it will travel further—because of the number of double strokes and re-shavings necessary—and on the light-haired man much less. How are these interesting figures arrived at? By carefully noting the length of strokes in the average shave over the average face, the blade is found to travel about 68 inches. The well-groomed man, who shaves every day, can easily see that he has scraped over 2,080 feet—or less than half a mile in a year.  
If there is any moral in the foregoing, it is in showing up the importance of the little things of life. For instance, a bad habit, however trivial, may become a dreadful monster at the end of one year.

**Auction Sale OF PROPERTY**

We are instructed by James W. Kennedy, Esq., to sell by Public Auction on Wednesday, April 29, 1908, commencing at 2 o'clock p.m. his property situated at Southport Lot 48 having thereon a splendid cottage all finished and in good repair; also coach house and wood house and work shop lawn in front with fruit and ornamental trees; a splendid well of water at the door. Terms, at sale.  
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**THE MEN'S CORNER.**

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Be this as it may, there is not the slightest doubt that the law still offers a wide field for the young chap with acumen, energy and brains. The financial rewards that come to the lawyer have of recent years outstripped those that come to the medical practitioners. It is not too much to say that all the lawyers who are displaying the energy in their profession that they would have to show in mercantile life, are making their fair share of money and rapidly adding to their clientele.  
The young attorney begins his practice after several years of study in a law school or perhaps he has read law in a lawyer's office and if he is the average young man, he will have to face his career greatly in debt to his family and with small prospect of doing anything more but to add to his obligations for the first six or twelve months. Of recent years the tendency has been more and more away from reading law in an office and toward the law school. It used to be the other way around, and in more instances the attorneys who had read law in private offices were the best grounded in their knowledge.  
Unless the young attorney acts as an assistant—or in reality a sort of law clerk—to an older and more prosperous lawyer, individual office expenses, including law books, cannot be kept lower than \$2 a year, with the probability of running considerably over that. Many young lawyers form partnerships to reduce the heavy expense or form into groups for the purpose of sharing law books, when law libraries are not handy. Other men cut down expenses more radically by using nothing but desk room in some office, if it is hard traveling at first, but the man with a sincere liking for the profession is happy simply to have his eyes on a distant and glorious goal.

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