

SALT LAKE EVENING NEWS.

TRUTH AND LIBERTY.

VOL. V.

SALT LAKE CITY, UTAH TERRITORY, THURSDAY EVENING, JANUARY 25, 1872.

NO. 54.

Owner: Paper of the Rocky Mountain Region.

THE EVENING NEWS.

(Published every evening except Sunday.)

Copy, one year, \$10.00

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"BUSINESS TRAINING."

A LECTURE DELIVERED AT MORGAN'S

COMMERCIAL COLLEGE, BY

H. W. MAISEL, ESQ.

This might be considered a barren

and unattractive subject, pertaining

more to the prose of every day life than

to the poetry of the imagination, and

where flowers bloom, and where all the

aspirations of fact are softened by the

glamour of fancy. It means more the

accumulation of forces and their uses,

than of the full fruition of acquired

competency and its beneficent repose.

It speaks more fervently of the gridding

of the loins and of going forth as a

soldier in the battle and storm of life, than

of the days when he shall return, laden

with the trophies of his victory, and

crowded with the days of triumphant

success. It tells of redoubled but hopeful

feeling for the future rather than the

retrospective feelings of the past,

and the stirring consciousness that from

a quarter of half a century of toil, there

have been garnered those elements

which herald to the world the facts

that by business training men have ac-

complished and will continue to accom-

plish more for the good of our human-

ity than was claimed for mythological

heroes in the misty regions of the

past.

Many have an idea that business

training has special reference to those

who purpose engaging in the pursuits

of commerce and trade, and none to the

artisan, who repairs our shoes and

frames our understanding, but little to

the man who from the plowshare and the

harn, brings forth the "harvest home,"

still less to the stirring wife or

benevolent mother who, in the traffic

and barker of domestic life, makes or

mans the fortune of her lord. But this

is a serious error, one that has been

productive of evil, and which, in the

hands of the fabled "Upas" tree, has

under its spreading branches, been to

thousands as the very valley and shadow

of death, material and financial

distress.

What is there implied in this "business

training" that it should command a

good share of our attention, and what

are the characteristics which shall guar-

antee its success?

Business training implies that a man,

every man, that a woman, every woman,

shall be able to do and perform that

for himself, and for his family.

"This acknowledged, dignified

lodge, say, more, courtiers might

"crook the leg, knee," and bow

before the ruler of the earth, but the

industrious man, he knows no peer, he

owns no kings, he is a king by virtue of

divine law, he stands BEFORE kings.

A good deal of that which men call

genius, when divested of the glitter

which irradiates success, will be found,

no doubt, to be but the golden halo of an

industrious man.

Perseverance is a very important item

in successful business training. It is not

being industrious one hour in a day,

one day in a week, one week in a year;

it must become a settled habit of life,

no matter how thorny the path or how

rough and undesirable to an idle man;

no difference how many obstacles in the

way, or how many have failed there-

in, will control the lightning and direct

the storm. This is the stuff of which

heroes are made, men who "fight it

out on this line if it takes all summer."

Men who possess this quality, laugh

at danger, they know no defeat, they

ask no quarter, they go, as the

conqueror, with the steady, un-

intrepid tread of a jackass towards a

sack of oats.

Integrity throws a splendid lustre

over its associate characteristics, per-

severance and industry. It is the seal

the unadorned gold of character, it is

not tarnished by cloud, nor enhanced

by sunshine, nor changed by defeat or

success. The first, all good men say it

deserves the latter; if it enjoys the

latter, none envy but those whose

good word would be re-

proach. The man of integrity is the

man who can be trusted. "This word is

as good as his bond," he takes no undue

advantage of his neighbor, he does not

misrepresent when he tells nor deprecate

when he buys, he is not considered smart,

but is honest, but a child's confidence

in him, he takes no advantage of his

neighbor's ignorance, or of his necessity,

does not drive a good bargain, yet feels in

the very atmosphere of the respect of his

neighbor. Such a man steals into the affec-

tions of the world, even men feel small when in

his presence, he can be "tied to," as men

say; his praise is in all the gates.

Conventional ideas of business training

of good business training, that is a man

will not accumulate in other than a

righteous cause and honorable business,

he is not engaged in that which saps

the moral of false and dishonest gain,

which perverts even the appetites of

man, which ministers to drunkenness, the

social evil, the perpetuation of injustice

or withholding of rights. It can be

said of him that he has his price—he is

religious without sectarianism, he is not

a slave to party or to nationality, he

sees God in man, or, if un-

seen, he would bring from the rubbish

of false and dishonest gain, the germ

of the possible, losing sight in a

measure of the actual, seeing in all the

brotherhood of a common humanity

and the defects of an uncertain busi-

ness training.

Economy is another of the gems

which belong to the chapter of the busi-

ness man. It is not what a man earns

that marks a perfect man, but in what

measure what he accumulates over and

beyond his needs. It is not an evi-

dence of success that a man should be

under obligations to labor till he is

three-score years and ten. Con-

labor, work, industry, when intelli-

gent, unobscured by the element in

which such men deal, it becomes

plastic in the hand, and by the

cunning artificer glows in forms of

beauty, or of use and through all the

ages and in all lands, evidence of

man's immortal triumph. It is

glowing on all canvases, storing up

monuments of social grandeur, and through

each ideal pointing to a millennium

when all shall be filled with the love

and beauty and blessed with the beauty

of love.

But what has all this to do with busi-

ness training? Much, every way, be-

cause it is the consummation of an ideal

and every point made in academy or

college, every act of sustained progress

in the light of centuries, tells in tones

of music, that all the educational forces

of the universe are no matter how com-

mon, continued, or consummated, are

but so many steps or acts in the

great human drama (or tragedy if you

will) of human progress by business

training.

System is also a fundamental trait of

business training; all the other qual-

ities mentioned are a good deal of their

value, unobscured by the element in

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