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FRIDAY, MAY 4, 1923.

THE PSYCHOLOGY OF SUCCESS they are wroth. THE SMOOTH RUNNING MIND

A multitude of people are failing t accomplish superior results in life, as the result of some form of mental ith the conditions they have to meet.

To many people their job seems just a little too hard. They worry over their failures, which makes them still more likely to do things ineffectively. Their consciousness of lack of power is evident t

times due to too much self criticism. Many people are really doing excellent work, but they do not realize i Their apologetic manner nullifies part of the achievement they are just on the point of getting.

Other people find this mental friction with their work for the reason of the past fresh in mind, they should way ahead of you." that they do some part of it poorly. If they could only perfect themselves in that part where they are weak, the feeling that they are being baffled by unconquerable difficulties would dis- Efforts are being made in many appear. They would meet the day's places to induce land owners and savings bank account and both

he should make a change. More fre- from pests.

cause they can not talk well, can not dreary looking landscape is transform- account, and besides, if you spend th express their ideas persuasively. What ed into one that looks cultivated and most, as she says you do, you would such people need is to practice conver- cared for. A stranger would get the have a larger account to draw on," sation, go into social life, speak in impression that such a community suggested Uncle Ted. public, take all possible pains to cul- was a better place in which to settle. Well, I want to have something to for the Republican nomination for tivate power of expression.

people on even terms would come. Boys Scouts in Carroll county could around compla ning about it." They would radiate a sentiment of be rallied for a tree planting day and I don a want any joint account, victory, the feeling of friction with along the roadsides. In many places either," added Ruth. "I'm saving up 4-20-4t difficulties would vanish. It is amaz- the older folks take hold also for such so I can take a trip to the Grand Caning to see how a person can go ahead efforts. Public funds for such pur- you and the Yellowstone and the other after he has worked his way over and poses come slow in many communi- National Parks. I don't think Jack around some difficulty, so that now lies, and when such improvements are would spend more than his share, even he faces his problems with the feel- made they are due to volunteer effort if we did have a joint account, but ing that he is adequate for them and in the majority of cases. that they can be solved.

SWAYING THE PUBLIC MIND

are to-day. They did about the same proving roads. One of these studies are you, you little rascals?" commented Carroll County, sitting as a Court of There was general disapproval for the ton mile, 1.71 cents on earth road 1.15 "What's a communist?" asked Ruth. year nineteen hundred and twenty-

to the other extreme. The rolling costs, and interest on bonded indebted- in all working together and owing and reported by Thomas E. Utz. stone is defended, and it is argued ness and average traffic on certain their property in common. That is the mortgagee, be ratified and confirmed. that if he gathers no moss, at least he important roads in Iowa, this estimate way they are trying to do things over unless cause to the contrary thereof picks up a bit of polish. People shows a saving of \$1800 per mile per in Russia now, although I suspect that be shown on or before the 21st day 322 North Charles Street change around from place to place year for concrete road, as compared even the people who teach communism of May, 1923; provided a copy of this and job very easily. This tendency is with gravel. carried too far. Yet it makes people This estimate found that on a cer- The people who have hold of the sav- newspaper published in Carroll counalert to take up new ideas, and it tain road which it studied, concrete ings are pretty sure to be living off ty, Maryland, once a week for three 4-20-1yr. opens business opportunities.

result of changed popular ways, does tear on trucks, cars, and tires were people who can not control the saynot have to run up against a lot of charged, it would seem that it should ings are pretty sure not to work as sale to be \$740.74. fixed habits. His townspeople will not pay for itself in considerable less time. hard as they would otherwise." necessarily trade at certain stores Of course the amount and weight of "Of course, there is a lot of injus- True copy-Test: merely because they have always done traffic is a principal factor in deter- tice under our present way of running so. If an enterprising man branches mining whether such an improvement things here in the United States. Some out for a bigger business, if he offers would pay. special opportunities and lets the people know what they are, he will get a rush of people into his store, regardless of their former buying habits.

the public mind is illustrated in many fields. The city of San Diego, California, for instance, brought 500 families there to live as the first year results of an advertising campaign. 5000 other families to state the intention of migrating, which probably most of them did later.

If people can be influenced by ad vertising to change their residence. many of them travelling thousands of miles to do it, putting themselves thereby to much expense, how much easier it must be to influence them in a matter so easy as attracting trade to a certain place of business in their own locality. In these times when there is this lack of fixed habits, peoready to act on suggestions.

It takes only a little pushing from the enterprising merchant who tells the public about his goods, and offers reasonable inducements to turn a current of trade toward his store.

BOYHOOD AMBITIONS

o do in after life.

The Republican Paper of Carroll fashioned "hand-car." In those days try would have been checked, and could trundle themselves up and down would have had to be carried.

> The ambitions of boys are not much But the descendants of the men who governed by mercenary advantage. An wanted to give up the war are now looks finer to them than a quieter one no better able to pursue a wise and that draws more money. The boys are far sighted course than their fathers half right. The grown up world con- and grandfathers were before them. siders money too exclusively, and fails

BLIND CONFIDENCE

fidence that the expanded trade condi- It was Ruth shouting as she danced tions of those times would be perman- across the sitting room. ent. People who failed to regard the "Ahead of what?" asked Uncle Ted. extravagant basis as hazardous were looking up from his paper.

ness world seems to have learned Mrs. Smith gave me 50 cents today for and is acting the wise part of the down town and now I'm ahead." burnt child who keeps at a healthy "Well, you won't be ahead long.

distance from the stove. now be able to hit the golden mean.

ROADSIDE TREES

that they encourage bird life, and count?" inquired Uncle Ted. If a person be unfitted for his work thus help in preserving farm crops "No, no, no," exclaimed both of the

lack of ability by proper training. proves enormously when its roads are Jack, because Ruth has the most Many people fail, for instance, be- well bordered with trees. A plain and money saved up to put into the joint It would be a fine thing if the school show for what I do, and if I spend too Sheriff of Carroll County. Then the sense of power to meet children and organizations like the much, I don't want sister coming Your support is respectfully so-

ROAD IMPROVEMENT SAVINGS

In former times the habits of the stitutions are experimenting to see each other." people were much more fixed than they how much motor fuel is saved by imthings this year that they did last show these results: Cost of fuel per Uncle Ted. "rolling stone that gathers no moss." on gravel, and 0.77 cents on concrete. "I never heard of such a thing." At present the pendulum has gone Considering maintenance charges, fuel "Communists are people who believe mentioned in these proceedings, made

JUDGING BY THE PAST

was invented, as a kind of take-off on was only gone a half an hour and sh The power of advertising to sway those Republican speakers who were gave Ruth 50 cents. That is at the always appealing to the record of rate of a dollar an hour, and Ruth's The "Grand Old Party." Many super- time isn't worth it." tempt to look back on party history, than you are, Jack. She may have and they truly asserted that a poli- been paying something extra because tical organization can never live on of Ruth's even disposition and he its past deeds.

make political choices simply on the person's services, it is pretty good pasis of platforms and professions. evidence that they are worth it. Some The politicians are always making the day you may be a great lawyer and most golden and hopeful promises. people may be willing to pay you \$50,checked up by some standard of you do no actual work. If they do, achievement.

Consequently the intelligent voter is "But I got diverted from what I was annexed on the estate of

the two leading political parties in proved a fatal mistake. The early Given under our hands this 6th da It was a typical incident of boy life 1864 toward the civil war. The Re- colony of Jamestown was settled in of April 1923. the other day, when a seven year old publican party declared for pursuing 1607 and communism established, recousin of President Harding wrote to the war and making no terms but un- quiring everyone to labor for the that exalted official, asking the chief conditional surrender. The Democrats common store. Initiative was killed 4-6-5t executive to help him get a job on the declared that the war was a failure. men refused to work, and famine was police force. Most boys have ambi- If that party had controlled the gov- averted only by securing corn from The annual demonstration will now t ons as youngsters to do quite differ- ernment, the country would probably the Indians and supplies from Eng- be given of how hard it is to make W. Main St. -- Westminster, Md. ent things from what they are likely have split in two. This would have land. Capt. John Smith and Gov. grass grow in the front lawn where led to a permanent division into antag- Dale took hold of the situation with you want it, and how easy it is for it Some people do not fret on account Many boys who used to live along onistic nations, producing the same vigor, put an end to the communistic to grow in the garden where you don't of advancing prices so long as their r ilroad lines used to think it would unhappy condition of jealousy and system, and established individual want it.

American Sentinel be the ideal thing to become a rail- warfare that has existed in Europe. the possession of a car by which they great burdens of military armament

the line seemed an ideal occupation. Of course 1864 is a long time ago. unation that seems to have novelty running the Democratic party, and are

A STORY ON COMMUNISM

some lessons from adverse experience, taking care of her baby while she wen

chimed in Jack, with a not altogether In quiet times when prosperity is satisfied look on his face. "Spring is just ahead, business people are usually here and soon I will get a lot of jobs over prudent, and in rush times, they mowing lawns and raking up trash in are over confident. With the lessons people's yards, and then I'll get a long

> "You may earn more than I do, but you won't save any more," responder Ruth. "You always spend more than

work with a smile, and be ready for towns to plant trees along the road- you put your earnings in that account whatever came along. One needs a sides. It is urged that they make the and when either of you spends any. sense of power to accomplish things roads more pleasant for travel, also thing, draw it out of your joint ac-

children in unison. quently all he needs is to supply some A rural or surburban district im- "I should think you would like that, reigns."

we kept our money together w wouldn't try so h rd to get little job to earn money, and we'd be tempted The Iowa state college and other in- to spend more so as to keep even with

"Well, well, you are not communists.

are not practicing it very faithfully, order be inserted in some weekly construction should pay for the ori- the fat of the land while the real successive weeks, before the 14th day The ambitious man to-day, as the ginal cost in 15 years. If wear and working people go hungry. So the of May, 1923.

> people get too much and others have too little.

Years ago the expression G. O. P. baby," interrupted Jack. "Mrs. Sm.

dependability. When some one is will-Nevertheless, it is not possible to ing to pay a high price for some other will be because you are worth it.

forced to look back on party history, saying when Jack interrupted me. and ask which one of the various or- There are many things in this coun- late of Carroll county, deceased. ganizations soliciting his support, has try that are unjust but we have never persons having claims against the been able to carry out its pledges to yet found any way of running things deceased are hereby warned to exthe fullest extent in the past, and that is better for all concerned than hibit the same with the vouchers which one has on the whole shown the present system, which some people thereof legally authenticated to the the most sound sense and constructive call individualism and others call subscriber on or before the 6th day capitalism. You may not know it, but of November, 1923, they may other-An instructive comparison can be we have tried communism in this wise by law be excluded from all made by contrasting the attitude of country, and in every instance it has benefit of said estate.

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farms where tobacco raising proved profitable industry. The possibility of profits attracted settlers of the better class and the permanency of the olony was assured.

1620 to 1624 all worked for the coml mon needs, with famme staring them year an acre of land was assigned 'o each person as his separate property. bundant and a surplus remained for

"The incentive to own property, with an independent income to tide over periods of adversity, is one of the chief ambitions of every man. If the zest of competition with his fellowmen is taken away, indolence follows, production ceases, and disaster comes. The experiences of the early colonists have been repeated by every subscquent attempt to introduce commun

"Idleness usually begets bloods led. large scale, as in Russia, anarchy

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