

Greenville, Oct. 3rd, 1923.

We have spent one week in college, and a number of us have gotten our work straight, and attend that work regularly, the great majority of you have. We have this organization pretty well under way now. I want you to start in this week to meet every college obligation that you have. For a large number of you the kind of start you make is going to determine the success or failure of this year's work. A good beginning is quite often half the battle. So start in now-to-day to do absolutely every duty of that day. Do each day's task to-day. Get busy with your routine of work, and you have no idea unless you have tried it before, what it means to you in the way of satisfaction.

Do you know young women that riches never produced happiness. I don't care how poor you are, you may look out and think how happy you would be if you had a good bank account. Happiness doesn't come that way. Those rich people in the world who inherit their riches, as a class, are of all men most miserable—not invariably, but almost invariably, he is not happy. Happiness comes from things within, not from things without. You will enjoy more the dollar you make than you will the \$5.00 that somebody gives you. I mean the thing that you do is the thing that produces happiness for you. It is something from within and not from without. Now get the application to your college work. Your teachers cannot help you but just a little bit. You say well why then have you employed such a large faculty of especially trained folks if they can't do much for us. We have secured these people because they know how not to help you, and thus how to help you most. You don't understand me, do you? You don't understand how he that would be greatest among you, let him be the servant. But it is true never-the-less. Now that person who learns from the school teacher how to do the thing himself is the only person that is really educated, and we are trying to help you but not helping you by offering suggestions. To help you in that way to get ready to teach children in the same way.

"A" was in a large business. (This is a story that I am going to make up and tell, but it happens almost every day) "A" was in a large business in a very menial position. "A" said I don't like the job I have, but I like the concern I am working for. By the side of "A" was "B" who said the same thing. "A" said I am going to get a better job in this concern by doing better work on this job, and he mastered everything that he had to do, and when the time came to start he was always there and at work, and when the time came to stop he kept on and finished what he was doing. "A" was not the least bit jealous of anybody above him in

the concern, but he was determined everything he had to do to do it himself and do it correctly. In the course of three or four years "A" was occupying one of the highest positions in the concern, and at the end of fifteen years when the President died "A" was elected President, and "B" was still at the first job. "B" said, I can't get any body to help me, A had friends. I haven't any friends. Nobody is interested in me, and nobody will help me, and B was still at the same job. Now, you will say Mr. Wright that was a very pretty story you told us.

May I take just two minutes to tell you what actually happened. One day on the L & N R. R. a section master was standing by as the President of the Road's special car went by, and he said "You see that fellow in that car, calling the man's name. He and me started right here on this here section 32 years ago, we was both section hands (note the grammar). I am a section master on the same section and he is President of the L & N. The man he was talking to said, "Now do you account for that? He says, "I will tell you, it was just this way. I was working for \$45.00 a month and I got it, and he was working for the L & N and he got it'.~~too~~. Each one got out of life what he put in it himself. They started as section hands together, and one remained on the section and the other became President of the road simply because one worked for \$45.00 a month and the other worked for the railroad.. One took out of his life all there was in it for the concern he was working for, and the other one just enough to get \$45.00. Make the application and ~~try~~ to be President of the L & N.