

**The Other Chap Says Nothing**

**BABSON'S ADVICE TO YOUNG FOLKS**

(Extracts from a letter addressed to the sons and daughters of my clients, by Roger W. Babson, the famous statistician and business economist.)

The fun of life is in growing rather than in possessing. Every successful man will tell you this. We really enjoy only the things which we ourselves make or earn.

When you get married be content to start in a humble way; as your parents did. Don't try to start where your parents now are.

Remember that almost every great and successful business man started work in a cellar or garret.

Make up your mind to work. Get to your job before you are required to be there, and don't ever leave until after closing time. Do a little more and do it a little better than the boss expects.

The really big men of America have won their spurs by doing what they didn't want to do when they didn't want to do it.

Remember that most employers are employers because they always spend a little less than they receive; while most employees are employees largely because they always have spent all they have received and never got enough cash ahead to take a chance for themselves.

Honesty is not only the best policy, but it is the foundation of civilization.

The time to save money is when you are making it.

Keep out of debt. Be generous in giving; but avoid accommodation loans, and never enslave.

Boost the other fellow and he will boost you, as we are usually repaid with our own coin—and judge ready.



**TAKE OUT INSURANCE**  
On that new home.  
The Hand of Fate is most uncertain and oft moves your way when least expected.

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The way to make friends is by being a friend; and to have friends when we need them we must be friendly to others first.  
Specialize in one thing. To succeed it is only necessary to do some simple thing better than anyone else in the community can do it.  
Don't try to buck either the Ten Commandments or the Multiplication Table.  
Finally, pray for spiritual guidance and power. Join some church and be a useful member of your community.

**ANOTHER MILESTONE**

The Reporter pauses today to mark its thirty-eighth anniversary under the guidance of P. O'Brien as its editor and publisher.  
Mr. O'Brien took up the editorial reins. Iron River was a crude town hewed out of back timber. The mine boom was at its inception. The timber wealth was being glutted and strong-arm politics were in the control of the lumber operators. Two railroad wars about to give way.

Amid the hardy surroundings of the lumberjack and the lumber baron Mr. O'Brien came to make his influence for law and order felt. The Reporter was then a primitive affair, consisting of two local pages and six "patent" pages which were printed in Milwaukee. The editor was the printer, pressman, reporter, and business manager. One assistant was employed.

But though burdened with these manifold duties, Mr. O'Brien found time to feed the populace stirring messages on community progress and pride. He held out the natural advantages of Iron River as a trading center, the certain mining development, and its agricultural potentialities. He assailed the raw political practices which came to light. His searching publicity of corrupt methods, his devotion to the community, his earnest desire to enlighten readers by the very best type of newspaper the community could afford won him high respect from his colleagues and a devoted following of supporters.

The growth of The Reporter is Mr. O'Brien's triumph. On this thirty-eighth anniversary he has cause to be proud. His success as a publisher should be a measure of deep personal satisfaction.  
Under his leadership The Reporter will continue to bend its best efforts for Iron River and its people, following strictly the principles which contributed to its success in the past—Stambaugh-Caspian (Mich.) Reporter.

**AT B. F. KEITH'S TEMPLE THEATRE, DETROIT**  
Rae Samuels, "The Blue Streak of Vaudeville," headlines the bill at B. F. Keith's Temple Theatre for Xmas week, starting Sunday afternoon. Miss Samuels is one of vaudeville's greatest women singles. She is a dynamo of personality and pep and goes from comedy to pathos and burlesque and back again like a streak of lightning. She offers a special program of exclusive songs and will be assisted by Mildred Lane at the piano. Others billed: the Lorraine Sisters, with Roy Sheldon and Billy Taylor in a novel offering of dance and songs; Will M. Crosby and Blanche Dayne in a one sketch, "The Man Who Remembers"; Miller and Mack, "The Bing Boy"; in comedy singing and dancing; Weaver Brothers, the original hand saw musicians; the famous Rieffensch Family of Ecumenians; Jerome Mann, a clever juvenile mimic; The Aurora Troupe of cycling equilibrista; "Good Cheer"; a Hal Roach "Our Gang" comedy and the usual screen subjects.

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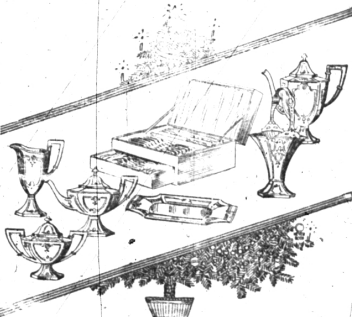
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