



## *“I don’t want you to have the experience I had!”*

“When I was young, my father was well-to-do. He figured that my sister and I would never have to go out and face the world ourselves.

“Sister was brought up in the usual way of the times—she learned to play the piano, sang a little, did beautiful embroidery work—but was given no training which would aid her to earn money.

“Father planned to take me into the firm when I was older. Accordingly I didn’t bother much about anything. Simply enjoyed myself and dabbled about our mills whenever the mood struck me.

“Well, everything was running along smoothly when, out of almost a clear sky, developed a panic. Prices dropped. Consumer demand fell off. Too heavy outstanding obligations. Our business—built up through a lifetime of work—went into the hands of a receiver.

“Never shall I forget those weary days that followed, for which we were totally unprepared. How we trudged from door to door—no work—because we didn’t know how to do anything. Of course, we eventually made good. But it was a hard and bitter struggle.

“I don’t want you to have the same experience. And no one can tell what may happen from day to day. Big fortunes sometimes vanish over night.

“I am going to send you both to business college where you will get a training which will make you always independent—able to stand on your own feet and succeed—able, if necessary, to accept responsibility in business and carry on with credit to yourselves.

“No matter what you may do, a business training will always be a bulwark guarding you against the possibility of want or privation.”

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