

**A DOZEN ROADS TO SUCCESS: BEING
GRAPHIC SKETCHES OF TWELVE OF
THE MOST PROMINENT BUSINESS MEN
OF AMERICA, AND SHOWING HOW
THEY BECAME MILLIONAIRES**

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A Dozen roads to success: being graphic sketches of twelve of the most prominent business men of America, and showing how they became millionaires by Anonymous

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ANONYMOUS

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GEORGE W. CHILDS

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HOW THEY BECAME MILLIONAIRES

DESIGNED
TO INSPIRE THE YOUTH OF THIS COUNTRY WITH
A LAUDABLE AMBITION TO ACHIEVE
A LIKE HONORABLE
SUCCESS

*ILLUSTRATED WITH A LIFE-LIKE PORTRAIT
OF THE SUBJECT OF EACH
SKETCH*

PHILADELPHIA, PA.
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1894

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GEORGE W. CHILDS

IN the galaxy of noted men of the age there is none more universally esteemed for his straightforward business career and general benevolence than George W. Childs, of Philadelphia. It has been the province of this good man to have started poor, with "the odds against him," as the uncouth observer would remark, and to have surmounted the obstacles that came in his way, until he reached the very pinnacle of success. From the lowest rung of the ladder, starting out in Baltimore when twelve years of age, as an errand boy in a book-store, and making \$2.00 a week, he persevered until he reached the top—until fame and fortune were his, and all the world felt the better for his being in it. The life of Mr.

Childs has been a forcible example of what an intelligent American boy can accomplish if he sets about his work with an honest purpose and maintains the right course in his dealings with other men. From his earliest boyhood his whole idea of life seems to have been to succeed, to do good, to make friends. In these three particulars he hewed close to the line, with the result of accomplishing all that he set out to do and of achieving a distinction for good sense, philanthropy and popularity seldom enjoyed by mortal man.

Mr. Childs was born in Baltimore, May 12, 1829, and as soon as he was able he sought employment. After one year of running errands for a book-store he entered the United States Navy, and spent fifteen months in the service at Norfolk, after which he went to school at Baltimore to get some educational advantages with which the better to engage in the struggle for a higher position in life. Coming to Philadelphia while yet about fifteen years of age, he secured a place as errand boy and clerk in a book-store at \$3.00 per week. This was really the begin-

ning of his business training. He did whatever was required of him, from washing the sidewalk to sweeping the store, but he did it from the conviction, which came to him early, that to succeed in any line one must not overlook the little things nor over-estimate his own importance. His rule was a good one, for his employers observed his diligence and it was not long before the young clerk was sent to New York, Boston and other cities as a buyer for the house. Thus came the reward, and with it the opportunity to enter a larger field. In four years, the young book-buyer, who had popularized himself with the trade, counted up his savings and found that he had enough capital to open a place of his own. He secured a store in the old *Ledger* building and forged ahead in a small way until he became of age. Then he took a partner and went into the book-publishing business. Amongst other books issued by him was "Dr. Kane's Arctic Explorations," which found an immense sale and brought in a great deal of money. The business continued to prosper, and after a few

years enabled the energetic young publisher to embark upon the greatest and proudest business enterprise of his life.

When he opened his little store in the old *Ledger* Building, the lad, for he was still in his teens, formed in his mind a determination to some day become the owner of the *Ledger* itself. This was the enterprise upon which he staked all the earnings that had come to him through his store and publishing business. It was in 1864, when the owners of the paper were losing enormous sums of money, and were wrangling over the war policy to be pursued, that Mr. Childs offered to buy them out. They sold to him for upwards of \$150,000, and people wondered if he had not made a poor bargain. That remained to be seen. The new owner had new ideas, but he had more than that. He had a conviction that a paper could be made influential and profitable if it published the news truly, avoided sensationalism and suggestiveness, and adhered to honest principles and high moral ideas. That his views were correct ones, the future amply