

HOW TO GET RICH

Published @ 2017 Trieste Publishing Pty Ltd

ISBN 9780649310456

How to Get Rich by Various

Except for use in any review, the reproduction or utilisation of this work in whole or in part in any form by any electronic, mechanical or other means, now known or hereafter invented, including xerography, photocopying and recording, or in any information storage or retrieval system, is forbidden without the permission of the publisher, Trieste Publishing Pty Ltd, PO Box 1576 Collingwood, Victoria 3066 Australia.

All rights reserved.

Edited by Trieste Publishing Pty Ltd.
Cover @ 2017

This book is sold subject to the condition that it shall not, by way of trade or otherwise, be lent, re-sold, hired out, or otherwise circulated without the publisher's prior consent in any form or binding or cover other than that in which it is published and without a similar condition including this condition being imposed on the subsequent purchaser.

www.triestepublishing.com

VARIOUS

**HOW TO
GET RICH**



Henry H. Fayon.

HOW TO GET RICH.

—BY—

HON. BENJ. F. BUTLER,
HON. OLIVER AMES,
HON. P. T. BARNUM,
HON. HENRY H. FAXON,
HON. CHAS. A. PILLSBURY,
ERASTUS WIMAN,
RUSSELL SAGE,
ASA P. POTTER.

ILLUSTRATED.

BOSTON:
J. F. SPOFFORD & Co., HERALD BUILDING.
1888.

Phil/9530.1

PREFATORY NOTE.

THE following papers were written to the *Boston Herald* in response to requests sent out to noted successful men of wealth, and were printed in the columns of that paper. They excited much interest, and were largely quoted and commented upon by the public press. They are now printed in book form, in order to meet the requirements of many readers.

HOW TO GET RICH.

It is safe to say that every one who is not rich is desirous of having wealth, and is striving in one way or another to acquire it. The possession of riches is often spoken of as a doubtful blessing, when the cares and responsibilities attendant thereto are considered; however, one would need to travel far to find a person unwilling to accept a heavy load of this world's goods — cares, responsibilities and all. But while it is well known that the poor are often unhappy and discontented, yet wealth does not by any means invariably bring happiness and contentment. At a meeting in London to make arrangements for one of Mr. Moody's campaigns, a speaker expressed the hope that Mr. Moody would "do something for the miserably poor of London." "I shall try and do so," the evangelist replied, "and I hope also to be able to do something for the miserably rich." The ambition to acquire a competency, however, is certainly a laudable one. Money in itself is neither good nor evil; all depends on the way in which it is used. But the first thing is to get it. An advertisement appeared in the public press some years since, offering for one dollar to send to any address the secret of the sure road to wealth. In return for his dollar each person accepting the offer received a slip of paper, on which were printed these words:

WORK HARD AND DO NOT SPEND A CENT.

Of course, this was merely a scheme for enriching its originator without his working at all. The advice was absurd, as it was practically impossible to follow it. However, any person may hope to become reasonably well off if he will pursue the proper course, and in order to determine what this course is, the

writer has sought and obtained from men who have been successful in various walks of life, valuable hints for young men on the acquirement of wealth, which are presented in the following pages. Stephen Girard, John Jacob Astor, A. T. Stewart and Cornelius Vanderbilt, who amassed colossal fortunes, were all poor boys. The Astor estate is by far the greatest in the country, amounting in value to about \$350,000,000, and was principally accumulated through investments in improved real estate—a method of getting rich advocated by General Butler in the letter from him printed in this volume. Vast fortunes have been secured in this country by a few men in speculation, but that is a species of gambling and not to be recommended. The Marquis of Vauvenargues wrote what is undoubtedly true, that “rapid successes of every kind are the least durable, because they are rarely the work of merit or industry; the ripe but laborious fruits of prudence are always of tardy growth.” Rede, writing on the art of money getting, says: “Some men with the best intentions have so little fortitude, and are so fond of present ease or pleasure, that they give way to every temptation, while others, possessed of greater strength of mind, hold out to the last, and then look back with complacency on the difficulties they have overcome, and the thousands of their fellow-travellers that are lagging far behind, railing at fate, and dreaming of what they might have been. This difference of the progress which men make in life who set out with the same prospects and opportunities, is a proof of itself that more depends upon conduct than fortune.” The advice of Emerson was: “Stick to one business, young man.” John Randolph, the eccentric Virginian, once exclaimed in Congress, “Mr. Speaker, I have discovered the philosopher’s stone; pay as you go.” In a letter to the writer, Senator Sawyer of Wisconsin, one of the wealthiest men of the State, and a “self-made” man, says: “The great secret of success is an open secret; untiring energy, economy and strict integrity, if well followed, will always win.” Many persons possessed of fortunes have inherited them, and many who have earned them themselves are still unable to put into words the principles upon which they have worked. The following letters, however, are from men who have successfully wooed the “fickle goddess,” and are able and willing to give points to others who wish to do likewise. They are prefaced by short biographical sketches of the authors, which are of value in themselves, as showing how life’s battles have been fought and won by men who at the outset had only ordinary opportunities.

FRANK J. BONNELLE.

BARNUM AND HIS TRIUMPHS.**PLUCK vs. MISFORTUNE—WONDERFUL SUCCESS OF THE GREAT SHOWMAN.**

BARNUM'S fame as a showman is as wide-spread as the bounds of the earth, but his high character and true worth as a man are not fully appreciated by many persons. He has been sometimes decried as a humbug, but, as in all his enterprises, he has invariably given the public more than its money's worth, the epithet

cannot be truthfully applied to him. One of Mr. Barnum's numerous public benefactions is the museum of natural history at Tufts College, Medford, Mass., which he founded at a cost of \$55,000. President Capen, in an address announcing the name of the founder, which had been kept secret during the erection of the museum, spoke as follows of Mr. Barnum: "He began life in poverty, but by an energy and a spirit of enterprise almost unparalleled, even in this country, and in the face of difficulties that would have appalled most men, he conquered poverty and secured for himself a place among the men of princely fortune. Through all his life he has been a man of unbounded public spirit.

In the city of his adoption he is, by unanimous consent, the foremost citizen, pouring out his money like water for every species of public improvement. In his business he has sought to combine popular amusement with popular education. He is a man of pure life, who has taught temperance by precept and example to young and old. He is a man of positive religious convictions and deep religious life."

Phineas Taylor Barnum was born in Bethel, Ct., July 5, 1810. His father, Philo Barnum, was a tailor, a farmer, a country merchant, and sometimes a tavern keeper, and was the son of Ephraim Barnum, who was a captain in the revolutionary war. Mr. Barnum tells of saving his pennies when a child, until at the age of six he was the proud possessor of a silver dollar. On holidays and "training days" he peddled cakes, candies, etc., and, instead of spending money, earned it. "By the time I was 12 years old," he says, "beside other property, I was the owner of a sheep and a calf, and should soon, no doubt, have become a small Cæsus, had not my father kindly permitted me to purchase my own clothing, which somewhat reduced my little store." Mr. Barnum's father died when Phineas was 15 years old, and left his family in very poor circumstances. "I was obliged," says Mr. Barnum, "to get trusted for the pair of shoes I wore to my father's funeral. I literally began the world with nothing, and was barefooted at that." Young Barnum developed a distaste for manual labor, and was employed as clerk in a country store. He also clerked in Brooklyn, and opened a porter house there on his own account, which he sold out not long afterward at a profit. In 1828 he returned to Bethel and opened a fruit and confectionery store, and an agency to sell lottery tickets added to his income. His interest in the lottery business, which was then legalized and regarded as respectable, was afterward greatly increased, and he established a number of agencies. In November, 1829, Mr. Barnum was married to Miss Charity Hallett, a pretty tailoress of Bethel. He next tried his hand as an auctioneer in the book trade, travelling about the country, but was not very successful. Then he and his uncle, Alanson Taylor, established in Bethel a country store, of which he later secured the whole control.

In a period of political excitement Mr. Barnum wrote a number of communications to a Danbury paper, which were refused publication, and he established a paper of his own, the *Herald of Freedom*, the first number of which appeared, Oct. 19, 1831. "Lacking that experience which induces caution," Mr. Barnum says, "and without dread of consequences, I frequently laid myself open to the