

**ON THE ROAD TO RICHES,
HINTS FOR CLERKS AND
YOUNG BUSINESS MAN**

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On the road to riches, hints for clerks and young business man by William H. Maher

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WILLIAM H. MAHER

**ON THE ROAD TO RICHES,
HINTS FOR CLERKS AND
YOUNG BUSINESS MAN**

ON THE ROAD TO RICHES

HINTS FOR

CLERKS AND YOUNG BUSINESS MEN

ON BUYING AND SELLING GOODS; SELLING GOODS ON
THE ROAD; BUSINESS CORRESPONDENCE;
DRUMMING; DUTIES OF CLERKS;
PARTNERS, ETC.

BY

WILLIAM H. MAHER.

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J. FRED WAGGONER.
1878.

J. F. W.

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1878.

PREFACE.

The following pages have been written with the single purpose of helping onward on his way towards success the young man just starting on a business career. There has been no attempt at fine writing, nor has the author endeavored to push any pet theories of his own. The daily routine at the desk, behind the counter, buying and selling, etc., has been pictured as it actually is, and such rules laid down for the young man's guidance as a long business experience has shown to be wise. The critics most dreaded were the business men, whose experience would show them at a glance whether the principles here inculcated were judicious or otherwise, but the words of cheer I have received from this class lead me to think that my work will benefit those whom I most desire to assist; if this be so, I shall be well satisfied.

W. H. M.

TOLEDO, Ohio, 1878.

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ON THE ROAD TO RICHES.

CHAPTER I.

LEAVING HOME.

THOSE of us who have passed the mile-stones that mark the early roads of business, often fancy that a bit of our experience might be of some value to the young who are just starting out on that thoroughfare. And while we do not believe that we can lay down a chart which will invariably lead to success, we do think that our own mistakes, and the mistakes we have seen others make, ought to be of benefit to those who are treading in our steps.

I chose a business career because it was the best offered me. Had I the power to choose among the professions, I might have selected one of them; but I was where most young men of to-day are—very ambitious and very poor. I was like the young man who told his father-in-law that he had no money, “but was chock full of days’ work.” I was full of the energy that seemed to tell me that if I had but half a chance I would not ask for help—I would make my own way in the world.

I was not ambitious of becoming a Vanderbilt in wealth, or a Stewart in business. My ambition was bounded by very moderate limits, and I am afraid such success as I have had would strike most men, not as success, but only as the beginning of victory. And if anything I can say will help you to this beginning, I shall be amply satisfied.

The first thought that enters a boy's head is a wish; he wishes he was like some man or older boy, who has what he has not. It is this wish and desire that spur him on the road of life. I like it to be so; but oh! be careful that you are aiming after a noble end. Constant effort will enable the most ordinary capacity to imitate the object aimed at. If your model is a young man who "travels on his shape," I can encourage you by saying there is no reason why you should not equal, if not excel, him. If your society is among the fast young men, who pride themselves on their recklessness, you may reasonably hope to compete with the leader of your set. We are, most of us, just what we strive to be; perhaps not to the extent we desire, but oftentimes we excel our own ideals.

The difference between a man and a boy is, that one has memories—the other has none. Memory is a ghost that clings to us through life, after we have reached the age of manhood, and blessed is he who can turn to it with content and satisfaction. The sigh of every man is, that he might be allowed to live his life over again; that he might so live that the blots, here and there, would never have been. Probably there is little use in moralizing over this point, because our

children are going to see for themselves just what we saw for ourselves, and they will no more heed our warning than we heeded the warning of our elders.

But for all of this, I cannot help writing of the importance it is to every young man to choose his society carefully. You are going out into the world with a mother's prayer over you, her hopes around you. You have a vague feeling of what your mother's love is, but it is only a very indistinct conception of her heart. She has taught you the pure truths of righteousness till, it may be, they are a little tiresome to you, and all her care you have taken as a matter of course. I love to turn in the Bible to that part where the Son of God looked to his disciples and commended his mother to their care; and when I see the army of boys who every year turn from their homes to fight the battle of life, I think of the patient, praying mothers who are left at home, and who can only patiently wait and pray. God pity them all, for some of them wait, and wait, and wait, and get back only curses and neglect when they gave their best love. Wherever you go, whatever you do, cling to the home that nurtured you; keep closely in communion with those at home, and whether business is brisk, or society demands much from you, do not forget the letters that bring the light to your mother's eyes, and that send another "God bless him!" to the throne of God.

It is the habit of age to say the world is getting worse, and that "*we* didn't do so and so;" but that is merely a habit. There are no more dangers in the steps of our young men to-day than there always were,