

**ON SETBACKS, AND OTHER  
INSPIRATIONAL FRAGMENTS OF  
A CHEERFUL PHILOSOPHY FOR  
THE BUSINESS MAN AND  
BUSINESS WOMAN; PP. 1-91**

Published @ 2017 Trieste Publishing Pty Ltd

ISBN 9780649402878

On Setbacks, and Other Inspirational Fragments of a Cheerful Philosophy for the Business Man and Business Woman; pp. 1-91 by David Leslie Brown

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**DAVID LESLIE BROWN**

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# ON SETBACKS

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of a Cheerful Philosophy for the  
Business Man or Business Woman



by

DAVID LESLIE BROWN

NEW YORK

THE JAMES A. McCANN COMPANY

1920

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**PRINTED IN THE U. S. A.**

09-25-215M

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## PREFACE

### *A Guide-Post on the Broad Highway*

THE spirit of man is nomadic. It is ever in search of Truth, Beauty and Knowledge. It is constantly reaching out for the Ideal. Its demands cannot be ignored; and the only real satisfaction in life, the only deep-rooted enjoyment, comes from the attempt to understand and answer the requirements of the spirit-impulse.

The man who disregards this fact is misinterpreting himself, and the reasons for his very being. He is not using his every right to power—he is putting a minus sign in front of himself; he is here in the world, yet not all here, in influence and comprehension.

There is probably no more universal feeling than the desire among men of to-day for a substantial creed, belief-system, code of morals and thought, that can be consistent with present day conditions and understanding and yet satisfy the age-long, deep-seated "religious sentiment."

To have a religion simply means to "believe in something" outside the pale of everyday commonplace matters, and yet related to them; a

thought-system to determine physical action, a workable creed to apply to the great business of living.

Yet for anyone to form a universal code of laws that would be applicable to everyone alike for the observance of spiritual and mundane matters is manifestly impossible. It has been tried. Time, climate, circumstances—these things qualify men, variegate character. Every tick of the clock, every degree of latitude and longitude, register a difference of opinion and differentiate human needs.

The trouble probably with most religious formulas is that they localize themselves too much; not in their propagation perhaps, but in their "make-up." They are not easily adapted to different temperaments, not malleable enough to apply to different occasions. They are usually set and stubborn. You have to accept all or reject all they have to offer. Yet Truth is universal—there is no monopoly of it. It is like a great river flowing through all the Universe, in which all kinds and colors of men may bathe. You cannot stake out a certain portion of it, and say "This is the Truth."

Furthermore, Truth is so essential, so much sought after, that we need to have it unrestricted, un begrudged. A broad mental highway to it is much needed, a straight and easily traveled one.

There is no reason why there should not be such a road. There have been plenty of winding paths to Truth in the years past—and there are yet. But the modern tendency is towards elimination of waste time and waste energy.

The probabilities are that all these winding ways lead towards the Truth—this is the kindly view. But some are too long, others too devious, too crowded, or too lonesome; still others are too difficult, or too alluring to be safe. This little presentation, unostentatious, is merely a guide-post on the broad highway. It outlines principles that are plausible and practicable. It does not aim at an interpretation of somebody's else belief, or somebody's else book. It does not go back a thousand years or so for its authority or look forward to a millennium. It merely puts in words, perhaps, the thoughts that you are now thinking, or have thought; it expresses a few fundamental ideas of self-government and self-power gleaned from meditation, experience, study, and contact with numerous peoples and races the world over, but mostly the tribe of American business men. It aims to visualize the vital points of co-relation between thought-life and life-action.

All men think: some with advantage to themselves only; others with advantage to their fellows as well as themselves; and a number with-