the jack-plane, or in following the plow; or giving public readings, or preaching, scribbling poetry on subjects not connected with medicine, or fiddling or singing at concerts; or base-ball playing, rowing matches, amateur photographing, etc.,—because the public cannot appreciate you or any one else in two dissimilar characters or in two incompatible pursuits: half physician and half druggist, or three-eighths physician and five-eighths politician, or one-third physician and two-thirds sportsman, or other similar mixture of incongruities: for it is in medicine as in religion,—no one can serve two masters. Of course, if you choose to change off and quit medicine for any other calling, it is legitimate to do so; but it is better to be a whole one thing or another.

Although it may seem paradoxical, even reputation as a surgeon (though surgery is but a branch of our art), or as a specialist of any kind, militates decidedly against reputation in other departments of medicine. The public in general believe that a surgeon, with his sharp saws and thirsty knives, delights in spilling blood, and is good only for *whipping off* limbs, or other cutting operations, and that a specialist is good only for his specialty, just as a preacher is for preaching.

Hesitate even to take such offices as vaccine physician, coroner, city-dispensary physician, sanitary inspector, etc., in a section where you expect to practice in future, more especially if you must have illiterate political demagogues or buffoons for employers or companions.

"Jack in office is a great man."

All such functions tend to dwarf one's ultimate progress, and sometimes create a low-grade reputation that it is hard to outlive. To many people, taking such offices for the fees to be obtained looks somewhat like a confession of impecuniosity or of inferiority, and creates an adverse impression that is not overcome for years. If you have any merit at all, and an open field, private practice industriously followed will lead by better roads to greater success.

The last remark is, also, to a certain extent true of the position of permanent physician or assistant physician to hospitals, infirmaries, lunatic asylums, dispensaries, almshouses, reformatory or penal institutions; or in the army, or on board emigrant or naval vessels, where employment in a snug or easy job, at a petty salary and the comforts of a home, for a few of his most precious years, have caused many a physician fully qualified for success as a practitioner to pass the flower of his days, to lose the best, the golden part of his life, and let slip opportunities that could never be recalled.

"Too soon, too soon
The noon will be the afternoon;
Too soon to-day will be yesterday."

Bear in mind that such positions can never be depended on longer than those in power find it to their interest to change.

If you ever become a teacher of medicine in a college, with a choice of branch, instead of taking Physiology, Materia Medica, Jurisprudence, Hygiene, or other non-personal subjects, take care to aim for a practical chair, one that relates directly to the sick, and that is likely to increase your skill, get you special work to do, or otherwise advance your reputation and your private practice.

Shun politics and electioneering tactics; for politics, even when honorably pursued, are injurious to a young physician's prospects; later, when his medical reputation is already extensive, they generally lessen his professional popularity; although they may not necessarily ruin him. If the best of good politics injure thus, how much worse is it to be dabbling in the dirty pools of partisan politics, at ward rallies and bar-room conferences, or plunging into demagogism, and wire-pulling, slate-making, log-rolling and pipe-laying at primary meetings, caucuses, conventions, etc., with "the b'hoys." No! no! thrice no! For, besides escaping many anxious hours and bitter disappointments, you can in the long run make ten friends and ten dollars by being no man's man, and calmly sticking to your

profession, while you are making one of either in the polluted and polluting waters of party politics, lending your name to help the campaign, or intriguing and scrambling for office with those who belong to the parties chiefly for their loaves and fishes.

Array yourself on the side of morality, virtue, honesty, religion, etc., but neither make your religion nor your irreligion a stepping-stone to practice, and never join a church or a religious society for the purpose of gaining popularity or church influence. You will surely find that society, church, political, and other special groups of sectarian patients, gained because they belong to the same society or party in politics, or are affiliated with you in society matters, or go to the same church, or because you deal with them in business, or live on the same street, or because they like the way you walk or dress, rather than through appreciation of your merits as a physician, are neither very profitable nor very constant. If, instead, you will banish everything that comes between you and your legitimate work, try to bring practice *by your practice*, and cultivate patients secured promiscuously from all parties, and from every direction, because they believe that you, as a physician, possess solid merit; and have faith in your brain and your heart and your hand; it will in the long run make you more friends, and firmer friends, and pay you better than attending solely to any one political sect or religious creed, or following any other outside issue.

A riding physician has several advantages over the one who makes his rounds on foot; not only is he able to see a greater number in a given time, and with much less fatigue to himself; but he gets rest while riding from one patient to another, and can spend the time in thinking; can collect and concentrate his mind more fully on his serious and puzzling cases while riding than if walking, and when he reaches his patient he is in good mental and physical condition to begin his duties, while the walking physician arrives out of breath, excited,

and in need of rest. The former can prescribe and be gone while the latter is waiting to regain his breath. Another convenience is, that Tenderfoot salutes acquaintances as his carriage meets them and rides on; whereas, Trudger is compelled to stop, and loses valuable time in conversing with convalescent patients, old friends, and others.

You should, therefore, get a good-looking horse and a genteel carriage as soon as your circumstances will justify. Such a turn-out is not only a source of health and enjoyment in the beginning of practice, but getting it indicates that your practice is growing. Many persons consider success the chief test of merit, and prefer a much-employed riding physician to the worn pedestrian. This is one of the reasons why any one can RIDE into a full business much quicker than he can walk into one. Besides, the inexperienced public, with nothing else to judge by, infer that a physician who finds a carriage necessary must have an extensive and successful practice, else he would not require and could not afford one.

If you unfortunately have a bony horse and a seedy-looking, pre-Adamite, dust-covered, rust-eaten kind of buggy, do not let them habitually stand in front of your office for hours at a time, or drive a vehicle covered with last week's mud or clay, as if to advertise your poverty, lack of taste, and paucity of practice.

If you have two horses, and two only, it is better to drive singly, that one may be resting while the other is working. Driven thus, two good, well-kept horses can surely carry you to as many patients as you can attend.

If a pair is driven, they should be first-class; for it is better to use one genteel-looking horse to a handsome phaeton, than a shabby pair to a rickety-looking vehicle.

Many physicians have a modest monogram or their initial letter put on their bridle-blinds or carriage-panels. Such designations, when within bounds, are both genteel and ethical.

Either have a person with you to mind your horse, or tie it before entering your patient's house, that you may not be

wondering what it is doing, or running to the window or out at the door at every noise, to see whether it has started off with the carriage, as if your mind were more on it than on the patient. When possible, it is better and safer to keep a driver.

While it is perfectly fair and proper to seek reputation by all legitimate means, and to embrace every fair opportunity to make known your attainments, avoid all intriguing and sensational scheming to obtain practice. Attempts to puff yourself, your cases, your operations, or your skill, into celebrity, by driving ostentatious double teams, or having a flashily liveried driver, odd-shaped or odd-colored vehicles, close carriages, conspicuous running-gear, loud monograms, flashy plumes, or oversized initials on harness or carriage-panels, or blazed-faced, peculiar-looking horses or ponies; or pretending to be overrun with business by driving unnecessarily fast, as though the devil were in chase, book in hand, attempting to read as the carriage whirls and jolts along; or having yourself unnecessarily called out of church, at the stillest and most solemn part of the service—

"You assume a hurry, if you have it not;"

and, worse still, affecting odd-style or extra wide brim hats, long hair, and heavy canes; or showing everybody affected kindness or meddlesome attention; and other vulgar, mean, and dishonorable attempts to pass for more than one is worth, to get business,—all generally fail in their object, and are looked upon by many as either an illegitimate, unethical display of artifices and tricks, or the efforts of a small mind or of a weak and ignorant Dr. Sham or Dr. Gullumall to hide a lack of ordinary skill, or to get oneself talked of, and actually sometimes bring him who affects them into ridicule and disrespect.

"Full many a shaft with purpose sent,
Finds mark the archer little meant."

Be cautious not to thus belittle yourself, but strictly avoid ostentation and every peculiarity of manner, dress, office arrangement, etc., calculated to make you offensively conspicuous,

and excite ridicule, disrespect, or contempt. On the other hand, however, if you are bashful, shame-faced, diffident, and lacking in aggressiveness or deficient in tact, you will never prosper until these disadvantages are overcome.

In medicine, reputation that comes easily goes easily. Accident or trick may bring one into notice, but they cannot sustain him, and he is finally estimated at his true value. The best reputation is that acquired by a display of talent and merit. If one is tossed into reputation he does not merit he will surely sink again to his true level. Even if you get reputation for distinguished abilities by superior talent, and desire to sustain it, you must still work hard,—

"A great reputation is a great charge,"—

and from time to time present additional ideas and show new proofs of possessing talents and intellectual strength.

It is customary and proper to give simple notice of removals, recovery from prolonged sickness, return from long journeys, etc., in the newspapers, but it is neither legitimate nor creditable to announce your entrance into practice; nor to advertise yourself generally in newspapers, nor to placard barber-shops, hotels, etc. Puffing yourself, your cases, your apparatus, your skill, or your fame, through the medium of the press, and winking at being puffed and applauded in the newspapers, are quackish, stale, unprofessional, dishonorable, and on a par with Dr. Hugh DeBrass and his speckled-horse plan. A proper pursuit of medicine will imbue you with loftier sentiments and engender nobler efforts to gain public attention and to get yourself talked of, and will spur you to build your fame on much stronger foundations.

Cultivate the true art and spirit of professional manner and deportment. Much of your usefulness and comfort will depend on it. But do nothing to gain popular favor that does not accord with both the letter and spirit of the ethical code. Independent of the degradation you would feel, it would not pay to

trust, for business, to tricks of any kind; for the veil that covers such attempts is generally too thin long to hide the real motive or to turn aside ridicule.

You will be more esteemed by patients who call at your office, for any purpose, if they find you engaged in your professional duties and studies, than if reading novels, making toy steam-boats, chasing butterflies, or occupied in other non-professional or trivial pursuits; even reading the newspapers, smoking, etc., at times proper for study and business, have an ill effect on public opinion, which is the creator, the source of all reputation, whether good or bad, and should be respected; for a good reputation is a large, a very large, yea, sometimes the chief part of a physician's capital.

It is very natural to expect your near medical neighbors to pay you a visit of courtesy after you commence practice, or change your location; for the purpose of establishing reciprocal and friendly intercourse, whether previously acquainted or not; but if they fail to do so, it should not be too quickly construed as discourtesy or ill-will, for it may be due to their position of doubt concerning your being a regular physician; or they may deem it your duty to make the first call, to announce your intention to practice in the locality, and to tell of your honorable business hopes and ethical intentions, and to ask for kindly, courteous treatment; or, they may wish time to scrutinize your principles, or your character, or your conduct, qualifications, temper, etc. The very best of men are sometimes the slowest to make friendly overtures.

There is a very great difference between the case of an additional physician starting in a community or a neighborhood, and an additional person being added in almost any other business. The demand for other things can be increased, but the demand for physicians is limited; so that a new physician must create his practice by securing this patient, then that, then another, from other physicians. Every family the new competitor adds to his list during his first years of practice must leave or

be diverted from that of some other, who may have attended it long enough to almost deem it his private property; and, of course, the loser does not enjoy the loss of his old patients, for there is a little of the old Adam and love of monopoly still left in a man, even though he does practice medicine. The older practitioners are, therefore, naturally very apt to feel a tinge of jealousy, and to be watchful of, if not captious toward, Dr. Newcomer; and when they see him crowding himself in, interlocking and overlapping them, much as we see a new passenger push into an already crowded street-car, they are apt to look upon him as a presuming antagonist and opponent, and, as self-preservation leads every man to prefer himself to his neighbor, unpleasant animosities and feuds are apt to arise, either among those who are well disposed or otherwise. Beware of these differences, and try to nip them in the bud.

There is a proverbial rancor and bitterness of spirit about medical antagonisms and medical hatreds, some of which terminate only with life; avoid them as far as lies in your power, and endeavor to be in amicable and brotherly relations with the physicians of your neighborhood; and should you ever feel that you have cause for complaint against a brother physician let him know of it, and give him an opportunity to explain and defend his action, or to acknowledge his error, if he is in error; then, if you disagree, refer the case to mutual professional friends for adjustment; or, if you have been too badly treated to admit of these, you may feel compelled to drop intercourse and pass him silently. Remember, however, that nothing is more disagreeable than to have enmity and a rupture of intercourse with those we must often face.

It is natural for established physicians to regret the advent of another medical aspirant; and some are suspicious, cold, sensitive, and hypercritical toward every new-comer; because the stranger, in coming, must exert a perturbing effect on the professional business of those already established. His coming makes more workers, and, if he is skillful, actually makes

less sickness, because the spur of rivalry, constant and sharp, stimulates each person to try to get all curable cases well, not only surely, but quickly. Sickness, both in amount and duration, is decreased, because skilled laborers have increased. There is, of course, no greater number of cracked skulls, mangled limbs, cut fingers, ague, fits, or medical cases of any kind, than before Dr. Last came. He must, therefore, draw his share of the loaves and fishes from the others.

Read how eager young Absalom was to push old David from his throne, and study the manœuvres of that ungrateful bird, the cuckoo; how the fostered cuckoo hurls all the other birds from their maternal nest after its cunning mother has been unwisely allowed to deposit an egg, and their parent has watched and nourished it until it is strong enough to show its ingratitude by hurling the rightful owners out, and you will realize why Dr. Elder, Dr. Bigbiz, Dr. Nopolizer, Dr. Duwell, Dr. Kurumm, and other old and prosperous physicians dislike to see new Richmonds gain a foothold in their section, and under their very noses effect an entrance into their families. Competitive practice does not necessitate jealousy or enmity; but self-preservation is the first law of nature, implanted by the great Creator of us all; when it is endangered, every human bosom feels the same impulse.

Bear in mind, honest, conscientious, courteous rivalry between physicians is advantageous to the public, because it creates a spirit of emulation and compels each to try to be skillful and successful in practice; and that if your opponents look to their own good, and do all they can for themselves in a fair, equitable, well-directed manner, you have no right to complain.

Your first efforts in practice will bring you into contact and contrast, perhaps also into collision, with the other practitioners of your vicinity, and then you can each learn what the other is.

Be not boastful or intrusive, but if you are conscious of any superior aptitude or intellectual power, or are ahead of your brethren in any essential quality, or eclipse them in talent or

experience, let mere matters of display remain secondary, and depend chiefly on your solid merit for success. This is more durable, less expensive, more in harmony with the views of sensible people, and will help you more in climbing toward the top, and, when you get there, will be the surest means to keep you there.

Every one on the face of the globe tries to be wise for himself, and studies his own interests, and desires his own advancement; therefore, do not hesitate to embrace fully every accidental or natural advantage of birth or wealth, or the favoritism of influential patrons or the recommendation of powerful friends, if honest and ethical.

You will find that intellect, genius, temperance, correct personal habits, and other excellent qualities will all fail to make you successful, unless you add ambition, self-reliance, and aggressiveness to them; but in your efforts to advance you should take care not to incur the reputation of being a sharper or of being tricky. If the balance were struck, it would probably be found a great deal harder for a physician to worm and intrigue his way through life, by ingratiating and manœuvring, than to struggle along with honesty and industry. Determine, therefore (under God), that in your efforts you will act like a man, from your diploma to your death-bed; that you will begin well, continue well, and end well; and will do nothing that is criminal, nothing that will not stand the strongest sunlight and the severest scrutiny; nothing for which you would hesitate to sue for your fee; and, if necessary, to stand up before a judge and jury to claim it; nothing, in fact, that you cannot approve of with your hand on your heart and your face turned upward.