

VOCOPHY.

[L. VOCO, I NAME; I CALL.]

THE • NEW • PROFESSION.

A SYSTEM ENABLING A PERSON TO NAME THE CALLING
OR VOCATION ONE IS BEST SUITED TO FOLLOW.

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"A PLEA FOR LIFE," ETC.

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Prof. R. H. Nathanson

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P R E F A C E .

In the year 1879, the nucleus of this work was written by the author and published in the Boston Commonwealth. Since then we have been engaged in arranging and extending the work and bringing the new system into practical operation. In using the pronoun HE throughout the work, we do not use it with any thought of male superiority or adaptation. No distinction of sex is generally intended in these pages, but convenience prompted the use of HE, instead of HE AND SHE. If any female possesses or can gain the necessary requirements demanded in any honorable trade, profession or occupation, though at present solely followed by man, there can be no objection, whether morally or religiously considered, to her following it.

This work has been undertaken with the view to benefit every inhabitant on the face of our planet, not so much those who have passed the meridian of life, as the young and middle aged, whose success depends upon the choice of the most fitting pursuit.

Its true worth can only be estimated by the reader or student who carefully reads and studies the work. To every nation on the earth it is of equal value.

All we claim to perform is to bring order out of chance and chaos, and form or establish a system to enable a person to find the most fitting pursuit in which he can reap the greatest success that is possible for him individually to gain.

To the acquisition of new and valuable aids, this profession will ever remain open. We as a people can do little to-day but crudely systematize it and give it life and being. A century will elapse before the fruits of it will be properly ripened.

Everything that will contribute in any way to its practical use will be added, advantages which are not now known or determined upon, but which time and experience will reveal. Centuries will pass ere Voco-phy is perfected, but time will surely perfect it, for it is a step in the right direction and a long step in the progressive development of our fellow men.

L. S. R.

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CONTENTS.

	PAGE.
Chapter I.—Want, the sub-stratum of true civilization,	9
Chapter II.—Ill adaptation to pursuits,	11
Chapter III.—The desire to follow a certain pursuit, unreliable and not a safe guide,	15
Chapter IV.—A New System,	19
Chapter V.—Self Assumed Knowledge,	22
Chapter VI.—Genius,	26
Chapter VII.—Detection of Undeveloped Genius,	32
Chapter VIII.—General Adaptation,	34
Chapter IX.—The Logic of the Claims of Vocophy,	37
Chapter X.—The Study and Practice of Vocophy as a Profession,	41
Chapter XI.—The future of Vocophy ; Its Place and Destiny,	50
Chapter XII.—Illustrious examples of mistakes in the first, and, with most men, the only choice in a vocation,	52
Chapter XIII.—Phrenology too Theoretical,	57
Chapter XIV.—Manual of Examinations in Vocophy,	60
Chapter XV.—Manual of Trades, Professions and Occupations, and their Requirements in brief,	86

CHAPTER I.

WANT, THE SUB-STRATUM OF TRUE CIVILIZATION.

Man of necessity is obliged to employ his mind and body, in procuring the means that makes life possible upon this planet. The amount of labor is regulated by the wants of the individual.

The barbarian wants but little ; no covering for his body is desired, if the climate is sufficiently mild to allow him to roam naked ; no shelter but "dug-outs" in the earth, and as primitive as the hole of the woodchuck ; his food as simple as the apes in warm climates, and obtained with as little exertion.

Wherever on the face of the globe a class of beings is found whose desires are small, there is seen the savage and barbarian. Instil into the Indian, part of the desire for luxuries which some of our fast Americans have in excess, and progress is stamped on the future of the red man. Let him yearn to build a well-finished house instead of a hut, and gain a farm with all the accessories for successful

cultivation, and he is no longer a savage, but a full grown man.

Better want too much than too little. Civilization is the outgrowth of want, and just in proportion to the increase of it, the prosperity of the individual or nation is reached. But in our eagerness we must not lose sight of the fact that our wants should not exceed the absolute impossibility of successful attainment. Life upon our planet at best is short, and our wants should not be too scattered, but centered upon some one main object, and that to fill the highest place in society, or rather the position in life to which our fitness, goodness and abilities will allow.

CHAPTER II.

ILL-ADAPTATION TO PURSUITS.

The span of life is nearly run with most men and women ere they find they have lived in vain by following occupations for which they are ill-adapted. Take the clergymen, the number is large who are not adapted to their profession. Many might follow almost any other calling with better success. They seem to have chosen it simply to gratify a desire without regard to fitness or ability; and because of this non-fitness for their profession, the country swarms with poverty-stricken ministers. The same is true of physicians, except it does not apparently exist to so great an extent.

Undoubtedly there are as many poor doctors as ministers, but the latter are more publicly known, and their merits more easily tested. All can call to

mind numerous instances of physicians, in whose care none would trust their lives, and who would better fill some other position. Because they have passed through a medical college, are members of a medical association, and have an "M. D." affixed to their names, it is not a guarantee of their especial fitness for the profession. Ability is not the only requirement for a good doctor; a peculiar organization is demanded, and this is possessed only by a few practitioners. How do we find it in the legal profession? Every hamlet, town and city is pestered with little lawyers, who stand ready to pick up all the miserable cases, keeping alive the wounds and troubles between men that would quickly heal but for the natural yearning for fees. Yet how many of this class more than barely eke out a poor and scanty existence?

Has every teacher found his or her right place in the profession? Every parent can answer this question, and few can be found who will answer it affirmatively. What of the mechanic? We find a large number whose natural abilities, had they been cultivated, would have placed them in high positions in the professions; and again, others in trades, unfortunately adopted, in which they can never make any advance, or obtain sufficient remuneration to enable them to gain a homestead. Many get just barely enough to keep their family from the poor-house, and all this simply because they have failed to find their place in the struggle for life.

How unfortunate the engineer running the locomotive, to discover after years of service, that he is color-blind, and must leave his chosen work, when if he could have been informed at the beginning that he was ill-suited to fill his responsible position, he might have saved time and money by acquiring another profession.

Has every merchant found his true place in life? When we learn that ninety-seven out of every hundred fail, we need not hesitate to answer in the negative. Failures in mercantile life, we are aware, are often brought about by causes unavoidable, but that a large majority of men engaged in trade have mistaken their calling, and could more successfully fill other stations in life, statistics will prove beyond question.

Artists are not exempt from failures. Success in this accomplishment brings reward in fame and riches alike. The distinguished are immortalized, while the ordinary sink into obscurity, and poverty stares them in the face.

Let a factory start in any town with facilities to employ a thousand men, the majority of the young men in town would seek employment therein, because it is close at hand, easy to get at, and the first thing that presents itself to enable them to earn a living and take care of themselves; they did not stop to consider whether there is some other pursuit in which they will find greater success.

Probably one-half employed in that factory could

find greater success in some other vocation did they but know the extent of their abilities and their fitness for the right place.

CHAPTER III.

THE DESIRE TO FOLLOW A CERTAIN PURSUIT UNRELIABLE AND NOT A SAFE GUIDE.

It does not follow because one has a fancy for a special pursuit and a desire to follow it, that he should adopt it. He should first ascertain whether he possesses the qualifications requisite for its successful accomplishment. To be guided solely by one's preferences would be folly ; for many with very ordinary abilities would assume to become statesmen, as some politicians do to-day, and alas ! what sad failures. As well might they attempt to pluck the moon from the sky as to fill any position with success without the necessary adaptation and ability.

We see an illustrious example of this in the life of Frederick the Great, the greatest military genius of his age. No one ever felt a stronger inclination to become a poet, than Frederick ; much of his time in early years was given to writing poetry.

Verses he sent to Voltaire, which received the latter's flattery. He had but little inclination or desire for a

military life ; his mind, his energies, and what he considered his genius, were bent in the direction of writing verses. "Notwithstanding he wrote many," Macaulay says, "he was utterly destitute of the poetic faculty," and his life in this direction was a failure.

The eminent divine, Rev. C. H. Brigham, in a sermon to young men, says : "When you know your tastes, use them in your choice, but be sure that you know them. Natural fitness for any calling is an important element of choice, as much as natural inclination to it. If that rule were heeded, a great many of those who now choose the drama might be saved from the mortification and failure to which they are doomed. Just at present, so the newspapers say, there is an insane passion of young women to become actresses and singers, and the managers of theatres are besieged with ambitious rivals of Rachel and Malibran. Nine-tenths of those who spend time and money in preparing themselves for the lyric stage, have no proper gifts for that business, in voice, in soul or in general culture, and are as unlikely to acquire these by training as a raven is to become a nightingale, or a blue jay to become a mocking bird. They may copy the scream and the wrath, but not the liquid notes or the finer sentiments.

A ministerial friend of mine has labored under the delusion ever since he was a student, that he has a taste for metaphysics. He brings metaphysical talk into his sermons, and imagines that he edifies congre-

gations by jargon which is unintelligible to them, and which they believe is unintelligible to him. But all his reading, and all his preaching, and all his hard names and terms have not convinced his friends that he is by nature a metaphysician. On the contrary, they believe that he really cares more for hard facts, and that his real work is in dealing with facts, and they hope that he will never get his coveted place of metaphysical professor in some college, where he will be sure to make himself a laughing stock.

Edward Everett would never have been the orator that he was if he had not been drawn away from what he imagined to be the bent of his genius to what was really the bent of his genius. He believed himself to be a poet, and was only undeceived when he found that the same world which was fascinated by the flowing melody of his rhetorical periods had no fancy for the pompous metaphors of his elaborate verses.

Even though one may have a distaste for a certain calling, say that of his father's, as is often the case with sons, it does not follow that they are not best adapted to that calling, and will gain the greatest success therein, for Mr. Brigham says: "That self-deception here is easy. Some of the very best preachers are those who had no taste for the work before they took it up. One of the most popular preachers and devoted ministers of our religious body, whose fervid eloquence captivates cultivated men, not less than the masses, the son of one of the most gifted and devout ministers of

New England, had, when a student with me in Harvard College, not only no inclination to the ministry, but a positive dislike to it, and studied this profession to please his father, and not because his heart was drawn to it. But now for many years no one born to it has more love for the calling, and his success has been far greater than any one could expect."

Notwithstanding this example will fit many individual cases, it is nevertheless a very unsafe guide for a son to follow in the footsteps of his father, simply because the latter has won success in his pursuit, without knowing first whether he has the same abilities to win success therein. We see many notable instances of failures from this prolific source.

CHAPTER IV.

A NEW SYSTEM.

As only one life is given to live on earth, the question arises whether there is not some way that will largely aid us in finding and filling the positions for which we are best suited, one by which life here can be made a greater success; a system whereby every person desirous of learning what occupation is best suited for him, can ascertain by consulting acknowledged authorities, or through his own study and investigations.

There is no science already established, no profession or department through which alone this knowledge can be obtained. Some advocates of phrenology claim that through their science they can tell young men what occupation it is best to follow; but this advice cannot be wholly reliable, for the organs of the head will not of themselves indicate a man's complete adaptation to a special pursuit, while other considerations, as certain weaknesses of the body, unfavorable surroundings, etc.; will place obstacles in his path hard to overcome.

Phrenology can, however, be made serviceable as one of many aids in determining a man's fitness for a particular vocation. Nor can physiology alone determine one's fitness, for he may have a comparatively perfect body, one apparently fitted for a given pursuit, yet lack brain power to carry him successfully through in his chosen occupation. And both these sciences combined are insufficient to enable one to determine a vocation to follow for life. Though both body and brain are well organized, yet their fitness for a chosen pursuit may be incomplete, inasmuch as some hereditary taint, pecuniary consideration, or acquired taste might prevent the best results.

To choose a pursuit to be followed through life is a serious undertaking, and should command the aid of every auxiliary that will determine the best adaptation to the individual. Physiology can do much, and with phrenology furnish an important item in the series of aids which will contribute to the solution of the problem.

There is a place in life for every individual, but what vocation it is that will give one the greatest success is the question. First, the counsellor through whom this information must come should be studious, wise and observing. He must be trained in all things which will in the least aid in determining the special occupation to which each person is adapted. He must gain not a special, but a general knowledge of the arts and sciences of philosophy ; must learn the requirements of

the professions, of music, of statesmanship, and all the various trades. Of course it is plain that this new calling offers no attractions to a drone or dunce. One must be up and doing, and just in proportion to the study he gives it will be the measure of his success, as in any other profession.

It must not be expected that the requisite knowledge of this profession is easier gained than that of law, medicine or the ministry. It will be as difficult to master, and will be rewarded with as great success.

CHAPTER V.

SELF-ASSUMED KNOWLEDGE.

Some individuals, over-rating their powers, will hastily make answer :

“I want no one to tell me what pursuit I had best follow, I can do that myself. What does a Vocopher know about it? I calculate that I know more about the occupation I want to adopt, and my fitness for it than he, or anybody else.”

So did Lord Timothy Dexter when he played the part of a merchant and blundered into a fortune by sending out warming pans to the West Indies for warming the feet, and which were converted into molasses receptacles.

So did Napoleon the Third when attempting to imitate Napoleon the Great as a soldier in the saddle on

battle field of Sedan, and found too late the mistake that he had missed his calling when Gen. Von Moltke showed him that guns and sabres were not playthings, and that he had better run home and take a trip to England; and there is no doubt that the late Prince Imperial, when he left England for Zulu Land felt convinced that he was destined to become a great soldier. Though Eugenia entreated him not to go, he knew better than his mamma, and nothing but bullets and spears sent through his poor body could prove to him that playing soldier among the heathens was unlike a military dance or parade on a muster field at home; so do the majority of the people feel the same confidence in their own or their parents judgment in choice of an occupation, and nine out of ten, aye, ninety-nine out of a hundred, says the Rev. Charles F. Barnard, pay the penalty of failure in being ill-suited to the occupation they ignorantly select.

Hon. John B. Alley, one of the most successful merchant princes of Boston, and ex-Congressman, says in a letter to the author: "I concur entirely with you in your views upon the subject. A very small proportion of mankind, it seems to me, are adapted to the vocation of their choice, very few persons in the professions, or in the business world succeed in reaching the goal of their desires. Many a poor lawyer would make a good merchant, and many ordinary merchants would make eminent lawyers."

One may escape the poor-house if he is not quite adapted to the pursuit he is following, or he may worry out a homestead from his weary muscles ; but this is not success when one's natural abilities and adaptation are fitted for something greater, it is simply suicide to so waste the energies and the best and highest purposes of our being. Success is what we want, no matter whether among the golden ears of the cornfield, or at the golden altar of St. Peter, exhorting to the multitude, success is the grand desideratum, and he who has not this inherent trait of manhood had better never been born, for the world can perform a more graceful rotation upon its axis and a more glorious revolution through the mighty deep without this mass of flesh and bones in human form than with it.

Even were we able to see ourselves as others see us, prejudice in our favor would warp our judgment and that of our parents, and we would put ourselves, or be put to the performance of a task with the flattering temptation of money or distinction at the top of it, which would be as impossible for some of us to reach with any decent success, as to climb a greased pole one hundred feet high on a hot summer's day for a twenty dollar gold piece and a champion belt attached to the summit.

If we are sick and in danger we send for the doctor, although ninety-nine times out of a hundred, perhaps, our dear old grandmother would

carry us through with greater success, but after all there is a feeling of greater security in a physician who has made the human system a study, and knows or should know more about its repair, as a wheelwright in the repair of a carriage knows more about it than one who has not given it the needed attention. And so it is with our adaptation to a special pursuit. Our powers and abilities within us are latent or more or less hidden, and if left to ourselves, like the music ground out of the organette through its paper slots, the whole strip of paper must be unrolled before the abilities of the instrument can be measured, and so the lives of such must be unrolled to the end before the abilities or true fitness for a special pursuit is discovered, while an hour or two with a Vocopher, or any one who has made Vocophy a thorough study, will name for him the occupation in which he will find the greatest success possible for him to gain.

CHAPTER VI.

GENIUS.

We have in mind to-day a young lady who at eighteen was taking music lessons at the New England Conservatory of Music, Boston, Mass., when a young friend studying with her said that she was going to the Lowell Institute to obtain a free ticket to Walter Smith's Drawing Course, and for the novelty of the thing she accompanied her and commenced to take lessons; after a few lessons she found a taste was developing. She nor her parents had any idea that she had the least taste or skill for art, as no desire for drawing was manifested when younger. She went through the Normal Art School and is now a fine artist obtaining a good round salary as an artist teacher in an institute in New Jersey.

Thus her hidden powers, lying dormant up to womanhood, were discovered wholly by accident, which but for this happening might never have been brought out to the end of life.

We see a more striking manifestation of the slow

development of genius again in the life of Frederick the Great. It was not until he was thirty-three years of age that the faintest spark of military genius was exhibited in him, and not until he had reached the age of forty-five did that blossom into a sublime, or better, into a terrible reality, and had he not been born a prince and a monarch where the fashions of the age and position turned his thoughts in the channel of military conquests, his great genius would undoubtedly remained undeveloped to the end of life. It was a disappointment to his father, the King, that Frederick in his early manhood did not exhibit the military tastes or desires that he himself possessed ; his love of military display was uncommonly great, but military genius he had none, and here was an excessive love for the semblance of it, without the ability and adaptation to put it into practice and bring about satisfactory results. The question now arises, as in the case of Frederick the Great, when there is no manifestation, or apparent development of genius in early manhood, how can it be detected, brought out, developed and utilized before old age and death bury the undiscovered boon.

We learn of a million geniuses through the supreme law of the survival of the fittest, which by its own inherent strength and force will push its way through everything in spite of the greatest of difficulties ; another million geniuses we hear of only because circumstances favored them in some way ; cir-

cumstances developed their genius, but their genius did not (as did the first million), develop the circumstances; but what of the other million geniuses who pass silently to the grave, who do not possess the inherent strength or force to make their latent genius manifest when no favorable influences or circumstances present themselves; and here is where Vocophy is of the greatest value, and how, we repeat, can it be detected and developed? Not by the knowledge and aid of physiology, phrenology or physiognomy alone, although a knowledge of the physical properties and abilities of the body, a knowledge of the mental and moral aspects of the brain and a knowledge of the features, which though not in all cases, are quite generally the outward indications of character, are great helps in the solution of this problem, but a study into the cause and manifestations of genius and its application to the latent, undeveloped force in individuals must finally determine it.

It is said by many distinguished men that genius is not born in an individual but is acquired by hard work, untiring energy and perseverance. A famous physician writes me "That grit and a power of sticking to one's own purpose to which his inclination leads him, are the first requisites," and by these opinions we would be led to infer that grit, work and stick, and stick, work and grit are the only roads to genius, providing one's inclination leads him in the pursuit he is following.

We have attempted to prove that one's fancy for a pursuit and a desire to follow it is one thing, and his abilities and adaptation for it are quite another thing. Behold a young man who is passionately fond of painting and sculpture; he enters a gallery of art and sits hours gazing at Rosa Bonheur's celebrated picture of the Horse Fair. He strolls about Boston Public Garden and his eye falls upon the equestrian statue of Washington, by Thos. Ball; he is filled with admiration; no one appreciates more the beauties of form, exact proportion and posture than he. He studies both the picture and the statue. He is a critic. Our land is full of such admirers to day; tens of thousands of admirers to one successful painter or sculptor. They admire the painting, the statue, the artist and the art, and most of them would desire to follow the vocation providing they could reap the same success. They hear the advice of some eminent men, that by "hard work, grit and sticking to one's own purpose to which his inclination leads him," one can gain the genius of a Rosa Bonheur or a Thomas Ball, and if they had implicit faith in the truth of this idea, nine tenths of them would adopt the pursuit, and should they work with all the fire and zeal of a Bonheur or a Ball, sticking to their own purpose and choice with untiring energy, day and night, from the cradle to the grave, and possess the grit of a Napoleon, how many would gain the skill and genius of these distinguished artists? Not one tenth of them;

aye, not a thousandth would be able to grasp the bottom of the ladder reached by successful artists. And the same is true of genius in the dramatic art, in music, in a poet, in military art, in statesmanship, and all the professions, trades and occupations; as Henry W. Longfellow, in a letter to us, well says: "No one can possibly become a poet without possessing a poetical gift or genius."

Who would not work with all the strength and power of his being, could he catch the inspiration, the poetical gift or genius of a Longfellow? Genius is born with the individual and awaits unfoldment as a miniature plant in the seed. Open a bean, apply a small microscope, and the stock, rootlet, leaves and all the constituent parts of the plant is seen enfolded within awaiting development, and if conditions and circumstances are not favorable for its unfolding it will decay or lie for centuries undeveloped, and could we invent a mental microscope with sufficient power to view the spirit and mental forces of being, aye, and even the possibilities of physical power and adaptation therein, we would find the genius of man lying latent and awaiting favorable conditions and circumstances for its expansion and enfoldment. A fast trotter is a genius. The Goldsmith Maid was as great a genius in the physical arena of nature (and who can tell how great or little in the mental forces), as was Mozart in the harmonies of sound. Many horses having the genius of a fast trotter, pass

down to their graves without this gift being unfolded or discovered, the same as with man. Horses can run but it is another thing to trot, and unless favorable conditions and circumstances are presented to some horses, such as skillful training and the like, the great powers of speed within them in the form of trotting will not develop. And again, any amount of skillful training spent upon a clumsy draft horse, from his birth to his death, will not develop the genius of a fast trotter. The horse must have the properties, the qualities, the abilities that go to make up speed within him, from birth, and the gift or genius to make the most of it, to make a fast trotter, else why the pains, the care, given to the selection of parents of horses when speed is desired, if these gifts are acquired and do not date from birth. We are not however unmindful of the fact that work, grit and sticking to one's purpose or choice will accomplish much in any pursuit, notwithstanding one is on the wrong track. We are aware that a genius in any vocation must of necessity work with untiring zeal from the beginning to the end to gain the success desired.

CHAPTER VII.

DETECTION OF UNDEVELOPED GENIUS.

To DISCOVER the gift or genius latent in an individual, favorable conditions and circumstances must be brought to bear upon him, after looking into the physiological, phrenological and physiognomical indications of his powers and abilities, recount to him thoughtfully and carefully the leading features of every trade, profession or occupation, the results, operation and their requirements; gain from him in passing from the description of one pursuit to another the measure of his dislike or like for each, and note it down, also gain the measure of his mental and physical ability for each and all.

It will be found that many will have a taste and be fitted for several pursuits, but in most of these cases there will be one pursuit throughout them all that will suit his tastes better than any other, and for which his abilities, mental and physical are the best adapted. Follow the instructions given under the MANUAL OF

EXAMINATIONS, and if he has any genius in him for any special thing, it will be detected, and when the faintest spark of it is discovered, surround him with the most favorable conditions and the necessary training to develop it, as we would a horse possessing indications of great speed.

But in some it will be found there will be a general adaptation to several pursuits, where the success achieved will be as great in one vocation as another, and this adaptation is in the possession of those who have large and varied abilities. We see this illustration in Frederick the Great, who was successful at home in the administration of government, as on the battlefield conquering foe, and the same is true of our own Washington, who was not only successful on the field of battle and in the chair of state, but in his early manhood was equally successful in his chosen occupation of surveyor in which he won distinction before engaging in the military defence of his country.

Those individuals, however, who possess a general adaptation to several pursuits, will not as a rule meet with so great success in a given pursuit, as those who have a genius for some special one, for the old adage is as true to day as ever, that "A jack at all trades is good at none."

CHAPTER VIII.

GENERAL ADAPTATION.

It may be said that if nine out of every ten are following pursuits for which they are ill adapted, it may be due to the fact that many are just as well adapted to one pursuit as another, having no aptness for anything especially.

Let us see. When Thoreau left college, this question he put to himself: "What shall I do for a living?" He thought it all over and concluded that to get a living simply did not require much; he guessed he would "pick huckleberries for living." Now it is not every one who would make a living at picking huckleberries, for it requires very nimble fingers; clumsy ones will not answer. Some can make a living at it while others would starve; hence many who have no aptness for anything would find a better living in some other calling than that of picking huckleberries, and the same is true of digging gravel. When one is good for nothing at anything, we say,

well, put him to shoveling gravel. Even in this "anybody's calling" it requires important physical qualities to accomplish anything in it. One must have a good body, a strong back and good muscles to earn by it a living, and although in this as in other pursuits there are those who would do as well in it, and many better, than in any other; yet there are those nevertheless who are still digging, who it cannot be doubted, could they be examined in every pursuit as to their qualities and adaptation, would be found to possess qualities for some other pursuit among the many in which he would meet with greater success than digging gravel, although he might fall far short of absolute success, and taking 100 as the measure of success and something better than nothing, 3 is an improvement upon 2 and this little advance, pecuniarily estimated at only ten cents a day increase, amounts in a year to about thirty dollars, and compounding it each year to three score years and ten, some twelve thousand dollars increase would be added, a nice little property of itself in one's old age to lean upon. Of course it is evident that every one cannot reach success in their calling, notwithstanding they may be as well adapted to it as to any.

There are large trees and small trees, large men and small men, as well as great men and little men in every trade, occupation and profession and there always will be. However better adapted one may be to one calling than another, a statesman cannot be

made out of a blockhead, notwithstanding the many attempts made at it, any more than a captain of a ship can be made out of a deck hand who has not brains enough to navigate, although he may be better adapted to the pursuit he is following than any other. However poor or ordinary one may be in any pursuit if he is more adapted to that than any other, continue. If one is following a pursuit for which he is ill adapted and another is but a little better adapted to his abilities, notwithstanding that little, change, for the increase in a whole life, as has been shown, in the end is astonishingly large.

CHAPTER IX.

THE LOGIC OF THE CLAIMS OF VOCOPHY.

1st. Are six-tenths of the people following occupations for which they are not adapted, or if not a majority is there one-tenth or even a smaller fraction? There can be no one who will answer nay to the latter and but very few who will negative the first proposition.

2d. If the above propositions are answered affirmatively, are young men and women capable of choosing a vocation for which they are best adapted? The fact that the majority or a minority are following ill adapted pursuits, is proof conclusive that said majority or minority are not able to choose vocations best suited to their abilities, hence it follows that advice from others is for some necessary if advice is of any value.

3d. Is the advice of any other person upon the choice of a vocation of any value? That depends upon who the adviser is and the true, practical, solid worth of the knowledge he has to impart.

4th. Is the advice of a parent on the choice of an

occupation of any more value to the child who has arrived at the age of reason and selection than that of his or her own? In many cases, and it may be truly said in the majority of them, it is not and why? Because the parent in many instances is so anxious for his child's promotion he overlooks the important fact as to whether his abilities are sufficient to meet the demands required in the desirable vocation of his choice and the same is true of many young men.

Another class of parents are so eager for their children to earn and support themselves that they will not be at any expense to properly educate them for higher duties for which their natural abilities are suited, nor be at any extra expense or trouble to help them to positions of high trust, and the pocket and convenience of many fathers make them honestly believe that it is the height of nonsense to put such "high notions in a child's brain," hence the wheel of progress in them ceases to revolve, for "what was good enough for their great grandfather is good enough for them or their children;" fit scions of the dark ages.

Another class of parents are so indulgent that their judgment (if they have any) in the interest of their children is not exercised, but the latter are left when arrived at the age of reason and selection to do as they please, to leave school at their pleasure and plunge into some employment where inexperience is the greatest factor and the desire to go simply where they can earn a living the easiest and have a good time is their

only guide and counsel ; hence the great want of adaptation in many individuals in trades, professions or occupations.

If then the majority or minority of individuals drift into the wrong place through the advice of their parents, or through their own immature judgment, may there not be others whose advice might be of some value? Rev. Mr. Brigham says : "Choose what your best friends think that you are fit for and trust their judgment rather than your own." Speaking of one's adaptation to a special pursuit, he says : "If he cannot tell this from his own feeling, let him take the advice of friends, who perhaps, know his tastes better than he knows these himself. An eminent historian never knew that he had any fitness for historical studies until his friends urged him to write a history and use his studies in that way."

Advice must come from those who know of what they speak. If a young man's fancies lead him to become a dentist he would not naturally go to a phrenologist to find whether he possessed the qualities necessary to make a successful one, but he wisely would first learn of a good dentist what the requirements essential to success in the pursuit were and a good workman could tell him better than anybody else, after passing an examination, whether he would make a success or a failure in the vocation of a dentist and the same is true of any pursuit, and if a young man had the time and money to travel about the world

and visit the leading men of each and every vocation, learn from them the requirements necessary to gain success in their respective pursuit and be at the same time examined as to the probability of success or failure in each and every one, and then from them all select the vocation (no matter whether high or low) that gives the best record of his special fitness and prospect of success therein, he would undoubtedly be more likely to find his right place, than plunge by chance, blindfolded into the first employment that is offered him. But this being impracticable for the masses, as it would consume too much time and money, what is the next best thing? It is to gain information or seek the advice of an individual or a class of individuals who make it a business to study into each and all of the pursuits to learn the requirements in detail.

CHAPTER X.

THE STUDY AND PRACTICE OF VOCOPHY AS A PROFESSION.

The question now arises, what further knowledge must an individual acquire to make a reliable Vocopher who shall determine the occupation for which an individual is most fitted and how obtained. This can be accomplished in two ways; by private, individual effort, studying the various requisites necessary to its completion, either at home, or better, in such institutions, colleges and schools as teach the branches required, and as no one institution or college now existing teaches all the branches demanded, the student will be under the necessity of entering several of them before the requirement is gained.

A professorship of Vocophy might be added to some College, Institute, or University, where especial attention could be given to its study. The other method, which is the most preferable, is the establishment of an institution, well equipped with teachers and professors who are experts in the studies to be followed, and

can impart their knowledge to the students in a practical manner. The time occupied in preparation for this profession should be no less than in the profession of law, and even after its practice begins, he who would expect to reap the greatest success will continue his studies until he becomes master of his profession. If we can assign to young men or women the position for which they are best suited, and thereby save one-half the average time wasted by following ill-adapted pursuits, we are practically, as far as usefulness is concerned, obtaining for them a new lease of life.

Let us now look into the line of studies required to meet the end desired. Physiology in all its details should be made an important study, for, in deciding fitness for an occupation, the health, constitution and adaptation must be known. It is not incumbent to study the art of medicine to gain this knowledge, for the cure or relief of disabilities devolves upon the physician; hence a knowledge of the defects, and not the cure, belongs to this profession. Phrenology should next demand the attention of the students, and this is an important aid. The fact is well settled that the brain is not one undivided organ. That the mind can perform two things at once proves that there is a plurality of organs in the brain. It is well known that in dreams some organs are asleep while others are active, and the unnaturalness of many dreams is due to the disassociation of the organs, while in sound thought the harmonious action and association of all are re-

quired. As these faculties exist the instruments through which they make themselves manifest must have a fixed location somewhere in the brain, as do all the organs for the body in carrying forward their special work, and as one faculty or organ differs from another they must necessarily be separately located, and as the several faculties differ in degree of power in the same person, the size and shape of the organs must be in proportion to that power and the exercise of each respective faculty. Hence a knowledge of this science is of importance in making up an estimate of fitness for special pursuit. The head, however, is not the only index to a man's ability or greatness. As much depends upon a good ample chest and vital apparatus as upon a well formed head for great intellectual powers. Look at our distinguished men! How rare it is that you will find one with a sunken chest and a weak, dyspeptic stomach; on the contrary they enjoy the possession of a right good stomach, which will easily digest a good hearty dinner, and give them the strength they need to develop intellectual power. Fowler says: "Benton's intellectual greatness was due more to his ample and well developed chest than to his head." Again, a man may be in the possession of a well formed head, but if he is endowed with a sluggish temperament he can accomplish but little in this life; but should he be blessed with an active mental temperament, with a good physical temperament added, he is on the road to success. A large and well formed head

must have a large and well proportioned body to sustain and strengthen it.

The next study of importance is philosophy,—mental, moral and speculative. Mental philosophy is especially important because it explains the functions of the brain. It goes a step farther than phrenology in investigating the cause of the varied operations of the mind. Phrenology is practically the physiology of the brain in its description of the numerous organs and faculties, which are the instruments through which mentality operates.

Through mental philosophy we study how thought is produced, and what is necessary to develop it. Through this we learn that memory is one of the great levers of thought; that through its voluntary and reflex action it stores knowledge in multitudinous variety in the brain; and although one having memory in a large degree may not become a great thinker from a want of reasoning power, yet, to become intellectually great, the faculty is a necessity. Through mental analysis the cause of failure in the particular intellectual application necessary to the performance of some special pursuit can be studied, and, when possible, remedied. It may be found that the failure is due to a want of harmony in the varied mental processes.

It is a common error to aim too high,—far beyond the bounds of reason, so far beyond the grasp of intellectual ability that nothing of much use to the

individual is acquired,—while if our greatest powers had been studied and pointed out, our mark would be set lower and life made a greater success. Acquisition, or a too large desire for wealth, may be too great. Many are made destitute by striving to become hastily rich by engaging in hazardous enterprises, whereas, if their love of acquisition was moderated by greater cautiousness, they would operate more cautiously, and thus gain a surer fortune.

Where one lacks a quality necessary to accomplish a desired end, methods must be adopted to increase it, and thus meet, possibly, the only defect in the path of success. We see in dreams and monomania the inaction of some of the mental faculties and the over-trained exercise of other organs. In a great man all the faculties harmonize. None of the parts, as in Washington, may be supremely great, but each mental process, faculty or organ well developed and acting in concert, is the fountain head of common sense and reason.

In the lower classes of men—not barbarians, but the majority of the masses living in civilized countries,—are persons moved and governed by sensation. The grand sensorium of the brain, the great center to which all sensations of the flesh, of taste, smell, hearing, and through the optic-thalma of sights, travel, records, everything occupying the attention of man. Many are controlled solely by the physical manifestations of these sensations, seeking continually something to de-

light the eye, to satisfy the taste, to refresh the ear, to perfume the nostril, and indulge incessantly in the delights of the flesh. With these persons any appeal to them must be directed to some one of the special sensations or to all, and the only method by which they can be raised to a higher intellectual standard is to associate a mental desideratum with some innocent appeal to the organs of sensation.

After mental comes moral philosophy. Here the student finds important work, for the attainment of permanent success must depend largely on the moral basis upon which the individual builds the structure of his life, for notwithstanding the masterly gifts which one in a million may possess by nature, without a principle as his chief corner stone, his existence is built upon the sands and every trial and temptation that sweeps across his path beats upon it, shakes and rocks it, and tottering with every blast, it falls and is buried out of sight, and what might have been the pride and guide of the family and state, is totally wrecked in the follies of an ill spent life.

These wrecks are seen scattered along the coasts of temptation in every day life, and it is the business of the counsellor or Vocopher, in this new profession, to point out the dangers into which the individual is especially liable to drift, from the constitutional moral weaknesses of hereditary transmission. Could these defects be made conspicuous, and a personal application of moral hygiene be given to every individual

in private, happy results would follow and the community and the state be the better for it.

The next of the three philosophies demanding the attention of the students intending to become Vocophers, is speculative philosophy. This is important because it treats that branch not prescribed to any special thought, but studies the unseen and unknown, and the cause and effect of various phenomena.

In the study of the secret processes of the brain, in thought analysis, in the investigation of spirit (the counterpart of matter) its influence must, from its hidden properties and its imponderability, ever be more or less speculative. What this has to do with the determination of the fitness of an individual for any special occupation, will be evident when we consider that ideas must be originated and hypotheses advanced that will assist in establishing an opinion not met with in ordinary investigations. The successful Vocopher must withal be a philosopher, for in no profession can greater demands be made upon knowledge of cause and effect than in the new profession of Vocophy.

A knowledge of oratory, journalism and literature should be gained by the student, for if the applicant should have a special aptitude for any of these pursuits, the Vocopher must be familiar with the requisite qualifications for success, that his advice may be reliable. A knowledge of those properties contributing to the

make-up of a successful merchant, should also demand the attention of the student, as a large portion of men, ambitious to become merchants, spend years in its following, make miserable failures, and retire in poverty and disgrace; not that the Vocopher can point the way to riches to the applicant but that he should be able to tell whether he is or is not wholly unfit to meet the sharp tricks of trade; whether or not he is in the possession of a sound judgement; whether energy, economy and thrift enter into his composition, and whether he will be a good judge of credits, and can say NO when occasion demands it. He must gain a knowledge of all the properties necessary for a successful machinist, a mason, a blacksmith, a carpenter, a builder, an architect, an artist, an actor, a sailor, a farmer, a surgeon, or a clerk in a store or office, a salesman, a book keeper, a statesman, a lawyer, a clergyman, a physician, and the various other callings mentioned in the manual in the latter part of this volume.

The Vocopher must not only become acquainted with the physical or bodily requirements of each vocation, but he must have also, a knowledge of the mental, moral and social requirements. He or she must study into hereditary transmission, for most authorities agree that certain defects and difficulties being inherited, becoming organic or constitutional, cannot be easily if at all, removed. These hereditary weaknesses may not be apparent

in the early stages of manhood or womanhood, and never perhaps made manifest, unless brought out by accidentally serving in an occupation exposing these defects; hence the necessity of investigating the merits and imperfections of the parents and grand parents before pointing out the vocation best to follow, as the aim of the Vocopher should be to find out all the obstacles in the path of the applicant's success.

CHAPTER XI.

THE FUTURE OF VOCOPHY.—ITS PLACE AND DESTINY.

The Vocophers, after having studied and gained a thorough knowledge of their profession, should and will in due time, be located in every town and city of importance throughout the civilized world, and if they are learned, wise, thorough and reliable in their calling, they will unquestionably, after it has been established, receive as many calls, meet with as great pecuniary success, and achieve as great distinction as the physician, the lawyer or the clergyman.

The time need not be far distant when aspirants for admittance into this new profession will be as numerous as applicants for either of the three established professions, for in the nature of things it must be so, as the desire for success in any given vocation is so great in every man or woman, that if it becomes known that an individual or class of individuals have gained a knowledge enabling them

to name a vocation in which the applicant can achieve the greatest success, he will not be long in seeking such counsel from a recognized and trustworthy counsellor as will put him on the right track and in his place, and no longer be shackled to an occupation for which he is not fitted and in the pursuit of which he is sure to meet a most miserable failure. Adaptation is nature's first law ; with it life is a triumph, without it, a failure.

CHAPTER XII.

ILLUSTRIOUS EXAMPLES OF MISTAKES IN THE FIRST,
AND WITH MOST MEN, THE ONLY CHOICE IN A
VOCATION.

What if Galileo had continued in the profession his father selected for him, the study of medicine? He may have made a good physician, but here was not his sphere; and although his father was much grieved at his son's absorption in mathematical and philosophical studies, Galileo persisted in a change and by the discovery of the pendulum, the telescope, the four satellites of Jupiter, the rings of Saturn, the mountains of the moon and other wonders of the heavens, in his day unknown, a great store of knowledge was added to the world's stock.

What if Handel, a prince in the art of music, had followed out through life the profession of his father's choice, the profession of law? He may have been able to have won a few cases in court, but it is doubtful whether he would have gained average success therein, but in changing his labors (although against the

judgment of his father), from the practice of law to the study and practice of music, for which he was better adapted, he became one of the greatest composers of modern times.

What if John Hunter, the celebrated anatomist of England, had not by accident been thrown out of employment as a cabinet maker, through the failure of his employer, at the age of twenty-one? He would have undoubtedly continued to make a good desk, but the world would have been the loser, for it was by chance that he escaped leading the life of a sailor, when his brother William accepted him as an assistant in his labors on anatomy, and through this coincidence his hidden abilities, lying dormant so long, were brought out and in due time made him one of the greatest anatomists of modern times.

What if Stanley, the African explorer, had not the good fortune to have been the correspondent of the New York Herald, with the world renowned enterprise of James Gordon Bennett at its head? He would have continued without doubt, a good newspaper correspondent, and would have been known only to a few readers in our country; but chance and circumstances threw him into his right place as an explorer, and brought out those latent and hidden qualities which won for him an immortal fame.

What if Linneus, the Swedish botanist, had continued to the end in the profession his father had selected for him, the profession of the ministry? he

might have been able to give his hearers an instructive sermon, but it is doubtful whether he could have kept them all awake, for he was very stupid in his studies, and his father discouraged, intended to put him at some trade or physical labor, when by chance a learned doctor took an interest in the young man and invited him to his home. His hidden abilities began to develop, his right place was at last found, the classification of plants followed, known as the Linneus System, and thus he became the greatest botanist the world ever knew.

What if Prof. Morse had persisted in pursuing his chosen vocation of an artist, in which he labored many years and with flattering success, studying and working with Washington Allston and Benj. West, in foreign lands? He would have produced something for the world, yet how insignificant in comparison with the great work of his life, the discovery of the telegraph, for which he left his art labors. Merely by chance in attending Prof. Dana's lectures in New York upon Electro-Magnetism, and again a year or two later, on board the ship Sully, where he found in conversation with the passengers that in France the discovery had been made that an electric spark could be obtained from a magnet, did his latent ability in practical science become manifest in harnessing electricity to a machine that would send, in the twinkling of an eye, the thoughts of the nation around the

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What if our own President Fillmore had continued to work at his own trade of wool comber, which he spent some four years in gaining, and had not pluck enough to look about him and ascertain whether he could not find greater success in another vocation? The mass of the people would have never heard of him. But by chance he drifted into law, his right place, and eventually reached the presidential chair at Washington.

What if Patrick Henry had persisted the third, fourth and fifth time to the end, as he did the first and second time in the occupation of a grocer in which he failed twice? Never would he have been known probably beyond the limits of his district, or beyond the number of years allotted to him on this earth, had he not, through some unforeseen happening, stumbled into his right place in the practice of law, where his fame began to spread before the revolution began, which made him our champion.

What if Sir William Herschel had continued in the profession of music, in which he was engaged up to nearly the age of thirty, to the end of life? He might have remained a clever musician, but what a great loss the world would have sustained in the great discoveries of the heavens made by him, thus changing his vocation to a loftier one at least, in the study and contemplation of the stars and the explorations of space.

It may be said of these eminent men that although they were in the wrong place at first, they found their

right place at last, and why not all men? Some of these great men found their right place by chance, but the majority of men would not happen to drift into the most fitting vocation, unless favorable circumstances prevented. It is only a great genius; and not one man in a thousand can rise above the fixed and settled occupation of his early manhood and adopt, by his own free will, another pursuit in which the bent of his genius is inclined to follow.

CHAPTER XIII.

PHRENOLOGY TOO THEORETICAL.

Chance, fortune-telling and guess-work are not what we want in this new profession. The Vocopher must question the applicant and friends interested, and gain from them all the information possible that will enable him to advise more clearly and reliably what vocation is best to follow.

The phrenologist attempts too much prophecy in determining a pursuit for one to follow. He asks no questions, but strives to establish his reputation on his powers to describe the various cranial organs, and unassisted by any other source of information, to foretell the latent abilities, especial fitness and success in following a particular pursuit. Notwithstanding the great value we place upon phrenology, the science is nevertheless more or less speculative in its details, and every follower of it (and we claim to be one), knows it is founded and is worked upon a hypothesis.

Prof. Fowler, we'll suppose, examines the head of a young man ; after describing the cranial organs, he tells him that he will make a good machinist and run a locomotive. He goes to work, learns his trade, becomes an engineer, and upon examination, after years of service, learns that he is color blind and must leave the locomotive forever.

The head of a young man whom I well knew Prof. Fowler examined, and after describing the various organs, ended up by informing him that he would make a good lawyer, without for a moment considering whether his body was sufficiently strong to enable him to pursue such a wearing mental occupation. At that time the Life Insurance companies did not dare to issue but a seven years policy on his life ; his health was poor, his father died young with consumption, and at last he was obliged to leave the office for the farm to escape a premature grave.

Another is examined by the phrenologist and is told at the close that he will make a good physician ; he makes no inquiries into the history of his ancestors. In time he gradually becomes insane ; lives are sacrificed in his practice, and upon inquiry it is found that his father died a lunatic.

Another is examined and told that he should be a druggist. No questions are asked ; he studies and finally opens an apothecary store on the corner ; he inherits from his ancestors a love for strong drink ; it is latent in him and not brought out and made man-

ifest until he deals liquors out in the shape of medicine ; the frequent smell of it lights up the spark within him ; he imbibes, becomes a toper, and the mistakes made in dealing out medicines when in a stupor make him dangerous and he is a ruined man.

The science of phrenology fails to reach these hidden facts, hence the uncertainty of reliability on counsel from this science alone. Everything that bears on the subject must be ascertained. Not only days and months, but years of study should be given to the requirements in all the trades, professions and occupations, that the counsellor may advise understandingly and know in detail what is demanded of the individual in the special pursuit that he counsels him to adopt. No hasty advice should be given, but let the advice be well studied in all its varied parts. A summing up of all the facts is demanded. Let there be well matured thought and not prophesy ; follow this and there will be no dodging from one profession or calling to another, and life, instead of being wasted and made to serve eating and drinking solely, will be made more progressive and valuable to the world.

CHAPTER XIV.

MANUAL OF EXAMINATIONS IN VOCOPHY.

This manual presents briefly the manner of examinations which will assist in a general way the Vocopher, and serve as indexes for further study and preparation, and also will serve the general enquirer who desires to apply the test in a cursory manner, to find a fitting pursuit for himself, his family or friend, without any further study or a desire to follow Vocophy as a profession.

1st. Enquire and examine into the health of the applicant in detail as follows :

a.—LUNGS. Test them by the usual process. Place the ear on the lungs and find whether the breathing is clear, easy, free and unrestricted. Ascertain whether there is any pain or whether the applicant is subject to cough, cold, shortness of breath, etc., etc.

b.—HEART. Test the feeling of the pulse. The natural or healthy beating of the pulse is seventy or

eighty beats per minute. How affected by excitement? Palpitation?

c.—BRAIN. Dizziness? Headache? Is head confused? Absent mindedness? Quickness of perception? ask questions to ascertain. Can he reason from cause to effect? test by questions. Memory?

d.—STOMACH. Digestion? Appetite? Headache?

e.—KIDNEYS. Any form of disease of kidneys or bladder, such as pain in the region of the kidneys, in the "small" of the back, or strictures in the flow of urine, etc?

f.—LIVER. Any disease or complaint of the liver? The most apparent form being manifested in a yellow, unhealthy complexion, and bilious attacks.

g.—BOWELS. Constipation? Looseness? Piles? Bowel Complaint? Rupture?

h.—FEET. Are they tender? etc.

i.—MUSCLES. Are they large and strong, and where strongest?

j.—THROAT. Any Bronchitis? Any hacking or tickling in the throat? Any Catarrh? Is the voice strong?

k.—BACK. Is it strong? Any lameness in the back?

l.—HANDS. Are the fingers strong? Are they nimble and perfect?

m.—NERVES. Are they strong? Are they easily shocked or disturbed? Irritableness, temper and disposition?

n.—GENERAL HEALTH. Power of endurance. Exhaustion? Any deformities or defects not mentioned, however slight? Ability to stand heat or cold? Sit or stand, run or walk? How affected by sedentary habits? How by an out door life? Is he quick or slow in his movements?

2d. HEREDITARY TRANSMISSION. What caused the death of your nearest ancestors and relations? Did any die of Consumption? Of Apoplexy? Of Paralysis? Of Scrofula or other diseases transmitted? Were any troubled with insanity in its severest or mildest form? Any softening of the brain, or insanity upon one subject and rational in everything else? Has any taste for strong, intoxicating drinks been inherited? What vocation does or did the parents or grand-parents follow? What of the intellectual abilities of the parents or grand-parents? What good and bad qualities and known peculiarities did they possess? What did he inherit from them and what did he not inherit that is apparent?

2d. Make a phrenological examination of the head and a physiognomical examination of the face. For the general enquirer, unacquainted with phrenology, who desires to make a cursory examination of himself or friend, a few general points in this branch will be given to enable him to proceed in his brief examination.

Measure the head with a tape measure, commencing at the posterior portion of the head at the greatest projection, and carry the tape above the ears to the

front portion of the brain around the temples and the other side of the head to the point of beginning ; if it is found to measure twenty-two inches tight measure, the head or brain of a man is average size ; if 22 3-4 inches, it is above the average ; if 23 1-2 inches, it is very large, uncommonly large, and if the brain is of good quality, the possessor has great mental ability, and if poor quality, stupidity follows. If the head is less than 22 inches, say 21 inches, as a general thing mental ability is deficient. The heads of women are not as large as the heads of men, averaging about one inch less. If there is a considerable projection of the forehead in the vicinity of the eyebrows, forming a shelf under which the eyes appear sunken, the perceptive faculties are large and will enable a person to perceive or understand things quickly ; it is also the sign of a good mechanic, or an artist, &c., and if possessed of an abundance of energy and other things being equal, will gain success in the pursuit he follows, if adapted to it. One who has a small projection cannot be expected to gain great success in the department above mentioned. If there is a fullness of the forehead in the region of the temples, or a great depth from the temples to the ears, the reflective or reasoning faculties are well developed, and if there is not water on the brain, or some defect in the quality of the brain mass, a good thinker and student, one fitted for either of the professions, other things being equal, may be expected.

If one is small in this region he cannot expect to find success in any pursuit requiring much thought, reason or study. If one is blessed with both large perceptive faculties and reflective faculties, with energy and moral vigor to force and guide them, and a well developed body to sustain them, great results may be expected in any pursuit he is adapted to, if he sticks to it, no matter how high the calling. If the head runs high in the coronal region, or the top of the head, his moral and religious faculties are naturally good. If the head is large back of the ears, the animal propensities are large. If the head is thick through from ear to ear, look for spunk, temper and go ahead qualities. If the eyes are large and a fullness is seen under the lower lid, look for large language and fluency of speech, and if small, the opposite will follow. Note also whether his temperament or his habits are active or sluggish, as a sluggish temperament will present great obstacles to success in any pursuit, while an active temperament will do much in the make-up of success in any pursuit, even with moderate abilities.

4th. COLOR BLINDNESS. Is he color-blind? Test it by the usual method, by producing the various colors, etc.

5th. PECUNIARY CONSIDERATIONS. What is your condition pecuniarily? Have you property in your own right? If so, let the applicant offer what remarks he may deem best about it, to assist the Voc-

opher in determining the choice of a vocation. What are your opportunities for studying or learning a trade?

6th. HOME TIES. Is he married? Is there any serious obstacle to prevent his leaving home if necessary to follow a special occupation?

7th. VOCATION. What vocation, if any does he follow at present? Does he like it and does it affect his health unfavorably?

8th. INGENUITY. Is the applicant ingenious? Does he manifest handiness at tools? Is he interested in machinery?

9th. SCIENCE AND PHILOSOPHY. Is he a lover of science or philosophy? What class of reading is he most interested in? Does he study nature in the woods. in the fields and among the rocks? Is he interested in all phenomena and does he seek to find their cause and effect?

10th. GENIUS. Has the applicant any aptness or gift for any special thing? If he is a genius, in what direction is it manifested?

11th. LANGUAGE. Is he fluent of speech? Can he speak extempore? Is he a writer?

12th. APPLICANT'S DESIRE. What occupation has the applicant the greatest desire to follow?

13th. HABITS. What are his or her habits? Is he temperate in everything? Is he active and ambitious? Is he commanding in his manner? Is he meek and submissive?

The use and application of the above examination is to apply the knowledge gained to the bodily and mental requirements of each trade, occupation or profession, that the Vocopher may see what defects may prevent, or what advantages may favor the choice of a special pursuit. If the lungs are found to be weak the choice of any sedentary occupation would show poor judgment, whether in the counting room, the office, in the study and practice of law, the ministry or other like pursuits; an out of door life would certainly be necessary to the prolongation of life, for what advantage is it to a young man to spend a few years in some sedentary pursuit, and make a brilliant record even for a short time and die prematurely without being able to accomplish much? This would not meet the aim of Vocophy which seeks to prolong life, in selecting such an occupation that the success of an individual must be in exact proportion to the health and happiness enjoyed; for without the enjoyment of health life is miserable and success but half completed.

If the Heart is not in perfect order, better not select any pursuit that will bring one conspicuously before the public, as in lecturing, preaching, pleading at law, acting upon the stage, or any other pursuit where excitement is a necessary result. If troubled with palpitation, avoid such a pursuit as a fireman or other like occupation requiring running, climbing ladders, steps and stairs hastily.

If the Brain is not in perfectly healthy action, avoid any of the pursuits mentioned above, or any other taxing it to any considerable degree.

If the Stomach is weak and fails to digest the food properly, and the disease is chronic, avoid such an occupation as a shoemaker upon the bench, with body bent over making a shoe, or any like pursuit, also avoid any sedentary occupation, for pain and misery with but a small chance of success are sure to follow.

If the Kidneys are not sound, avoid any labor where lifting is required, as clerk in a wholesale store where large and heavy packages and bundles must be constantly handled, or as baggage master, freightman, expressman, or any employment requiring a stooping or standing position; a sedentary occupation would be better adapted to one suffering with this complaint, avoiding the pursuit of salesman, or clerk in a retail store where standing all day is required.

If the Liver fails to act perfectly, avoid a sedentary life; follow some occupation out of doors, such as the pursuit of horticulture or agriculture.

If the Bowels are not in good order,—any settled complaints, such as constipation,—a life in agriculture or horticulture is preferable, requiring one's labor out of doors with diet more upon vegetables and fruit. If troubled with piles, avoid any occupation requiring lifting or straining, and also a stooping position.

If the Feet are tender, avoid any occupation requiring continual walking, such as letter carrier, waiter,

conductor and like callings.

If the Muscles are not naturally strong and powerful, avoid any occupation requiring much strength, such as a quarryman, a porter in a wholesale store, a truckman, a freightman and other like pursuits, for success in these cannot be expected.

If the Throat is diseased, avoid all pursuits where the voice is much used, such as singing, lecturing, preaching, etc. If the bronchial tubes are permanently effected, avoid a sedentary occupation, but choose a more active life, the same as required of those troubled with weak lungs.

If the Back is constitutionally weak, avoid physical occupations requiring strong, muscular bodily strength or any pursuit where stooping or standing will be much required.

If the Hands are stiff and clumsy, avoid millinery, dress making, book-keeping or any pursuit requiring good penmanship, also boot and shoe making, the pursuit of an artist or any occupation requiring a free and easy movement of the fingers.

If the Nerves are weak, avoid those occupations mentioned and forbidden under heart difficulties.

One may not apparently suffer from disease in any one part of the body more than in another, whose general health may be poor, and this being the case, as it often is, he or she should avoid sedentary pursuits, avoiding also those requiring violent exercise. Agriculture, horticulture, or like pursuit requiring an out

of door life with as moderate exercise as the desired pecuniary and bodily success will warrant, are occupations perhaps as well adapted to such individuals as can be selected.

If one is suffering from not only one disease, but is affected with one or two more, avoid those pursuits fostering the worst disease, and if the individual suffers as much from one as the other, avoid pursuits fostering either of them if possible ; if not possible, the Vocopher must use his best judgment which pursuit under the circumstances is best to follow.

HEREDITARY TRANSMISSION is important in Vocophy ; a knowledge of the cause of death of his or her nearest ancestors or relatives, will assist the Vocopher greatly in his advice in the choice of an occupation. For if the parent or grand parent died of apoplexy, paralysis, consumption, scrofula, insanity or other disease considered transmittible, a pursuit should be recommended to the applicant that will assist in preventing a repetition of the disease in her or him, and such occupations as are mentioned to be avoided under the special complaint heretofore described, should be avoided by those whose ancestors died or suffered by any such diseases.

Where parents die of diseases supposed transmittible, it does not follow that the children will die of them if sufficient attention is given to the choice of a pursuit which will not tend to foster the disease and the habits of living are such as to throw off the nat-

ural tendency of the disease to take root in the offspring. If the parent indulged in intoxicating drink, the child should avoid such pursuits as an apothecary, hotel keeper, keeper of a restaurant and saloon, expressman, and all other occupations where one comes constantly in contact with liquor. It is important to know the morals and habits of the parents or grand parents in general: had they any peculiarities and eccentricities, and what are they? if any, it might aid the Vocopher in his advice to know of them, as well as those traits known to be inherited by the applicant.

It is well to know also what VOCATION the parent or kinsman pursued, and what success was made therein; for if the child is adapted to the same calling, it will be a help to know that the gift runs in the family. To ascertain the intellectual abilities of the parents or grand parents is important. If both father and mother had equal intellectual powers, and both were great, the Vocopher would be aided in his advice to know that a high calling might be given to the child, if his head indicated great ability, for where both parents have large intellectual powers, much may be expected of the offspring, all other things being equal; but if one only is intellectually great, as with many of our great statesmen or philosophers of the past, whose fancies led them to join in the fashion of choosing a mate more as a plaything or an ornament than as an equal partner in the highest sense of the word, it can-

not be expected that a repetition in the offspring of the father's greatness will be manifested.

The phrenological development of the individual is important to know ; in forming an estimate of his or her ability the student should become acquainted with the science of phrenology in all its details, for the information is greatly increased by the power to detect the character, the true worth and the ability of the applicant.

The student should also become familiar with physiognomy, for one needs to tell at a glance in looking at the face of an individual what the indications of success are.

It is important to know whether the applicant is Color Blind ; if he is, he would not be fitted for an artist, a painter, a locomotive engineer, a dry goods dealer, a dress maker, a tailor, a milliner, or any pursuit requiring a good eye for colors. The next thing of importance is to ascertain the pecuniary condition of the applicant. If he has property, or if his parents or friends have means and inclination to assist him in learning a vocation which takes two or three or more years to acquire before he can earn sufficient to support him, it will assist the Vocopher to know this, for if he has no property, no one to assist him, the occupation selected as most adapted to his abilities might require more time and money than he would be able to give to it ; hence the next best pursuit which he can practically follow must be

advised, until such time as his accumulated means and time will allow the adoption of the first and most fitting occupation.

The ties of home or the attractions and duties there, may in some instances prevent the applicant going any distance to learn the trade, the profession or occupation which is found best suited to his abilities ; he may be married and not desiring to leave home or caring to move his family, the most fitting pursuit, which is not carried on in his vicinity, cannot to his mind be adopted ; and again if the individual is unmarried, and through his great attachment for home or some duties requiring his presence there, he cannot follow the most fitting occupation requiring his absence, but must for the present follow the next best vocation for which he is adapted and which will suit his convenience best.

The next thing essential is to ascertain what vocation the applicant is following, if any, for if he dislikes it and can make no success therein, the sooner he makes a change, the better, if he is not too old, and the pursuit selected does not require more money and time than an advanced age will admit. When one arrives at the age of fifty, if he is doing moderately well in the pursuit he is following, better let well enough alone and not change to another, though it may be better adapted to his abilities than the one followed, unless the indications of reaching success in the new one are reasonably near or not too

remote. If the vocation followed should not agree with his health, rather than suffer continued ill health better change to another occupation, though not so well suited to his abilities, if another cannot be found for which he is better adapted.

The Vocopher must next learn whether the applicant is ingenious in any way ; in handling tools and making notions and novelties in a mechanical manner. If he shows any such qualities he should become a mechanic, a machinist, a wheelwright, a blacksmith, a stone cutter, a mason and other like occupations, unless his abilities demand something higher by which he can gain larger means, greater honors, and fill higher places in society, the merits or demerits of the usage not being here debatable.

It is important to know whether the applicant has any taste for the sciences ; if he loves the study of plants, rocks, minerals, birds, beasts, insects, fishes and the lower forms of animal life ; if he loves the study of either of these the Vocopher should know it, for his advice will be governed largely by his knowledge as to his fitting pursuit, whether it shall be a botanist, mineralogist, geologist, naturalist, astronomer, chemist, biologist, anatomist, or other high calling ; if he has any taste for studying into the cause and effect of things, of the various processes and manifestations of thought, of human nature, existence, immortality, the forces, the unseen and the unknown of the laws that regulate life, development and transmission ; the

Vocopher must know that he has a philosophical mind and should be advised to follow such a pursuit as require these qualities to gain success, whether as an author, lecturer, teacher, or other high callings.

If one is passionately fond of any special pursuit and shows a skill and aptness for it, let the bent of his genius follow it out in his own way. The choice of his occupation is settled with him; it is born and crops out in his development. A Vocopher cannot do much for him except to confirm his natural selection often times overlooked by his parents.

It is important to know whether the applicant is fluent in speech; whether the exact words come easily to convey the idea he desires to advance. Is he fond of debate and is he argumentative? Has he an abundance of ideas? Does he write and what class of subjects demand the most attention? A knowledge of these things will assist the Vocopher in determining whether he is especially adapted to follow any intellectual pursuit and what kind.

If the applicant has any desire to follow a special pursuit, it will be well for the Vocopher to know it, and if after examination it is found that he has the abilities and is adapted to the vocation of his choice, with no defects in his organism to block success, the advice to follow it is the best that can be given; but as will often be the case if his abilities and adaptation do not sustain the choice, the advice to follow some other pursuit for which he is better adapted, will, in

the end, bring him far greater success, for sometimes the desire to follow a certain pursuit is not so much for the love of the pursuit in itself, as the surroundings in which it is placed, the money it brings, and friends engaged in it, and like inducements foreign to its true, intrinsic worth.

FORM OF BLANK FOR EXAMINATION CHARTS.

The Examination Chart of _____

Indicating the pursuit in which _____ will gain the
greatest success.

By _____ Vocopher.

	Aver'ge	Fair.	Good.	Very Good.	Extra.	A No.1
Actor, . . .						
Apothecary, . . .						
Architect, . . .						
Artist, . . .						
Author, . . .						
Blacksmith, . . .						
Book-keeper, . . .						
Boot & Shoe Maker,						
Builder, . . .						
Butcher, . . .						
Carpenter & Wheelwr't,						
Caulker, . . .						
Clergyman, . . .						
Clerk in a Store, . . .						
Clerk in a Bank, . . .						
Currier, . . .						
Dentist, . . .						
Dress-maker, . . .						
Elocutionist, . . .						
Executioner, . . .						
Farmer, . . .						
Gold Beater, . . .						
Grocer & Storekeeper,						
Hotel Keeper, . . .						
House Keeper, . . .						
Inventor, . . .						
Jailor, . . .						

	Average	Fair	Good	Very Good	Extra	A No.1
Jeweller, . . .						
Journalist, . . .						
Lawyer, . . .						
Lecturer, . . .						
Literature, . . .						
Machinist, . . .						
Marble Worker, . .						
Mason, . . .						
Merchant, . . .						
Milliner, . . .						
Musician, . . .						
Nurse, . . .						
Painter, (House, sign, carriage & general,)						
Physician, . . .						
Philosopher, . . .						
Plumber, . . .						
Poet, . . .						
Printer, . . .						
Publisher, . . .						
Quarryman, . . .						
Reporter, . . .						
Sailor, . . .						
Salesman, . . .						
Scientist, . . .						
Singer, . . .						
Soldier, . . .						
Statesman, . . .						
Stone Cutter, . . .						
Store keeper, . . .						
Surgeon, . . .						
Tailor, . . .						
Tanner, . . .						
Teacher, . . .						
Tinman, . . .						

HEALTH.

Write the result of the examination as indicated in the first part of this manual, in the space allotted to each head.

LUNGS.

HEART.

BRAIN.

STOMACH.

KIDNEYS.

LIVER.

BOWELS.

FEET.

MUSCLES.

THROAT.

BACK.

HANDS.

NERVES.

GENERAL HEALTH.

It must be understood that conscientiousness, if large, will control the animal portion of the brain, and ambition, or approbateness, must be large to give activity or worth to the mental organs. If an organ is too small, seek to improve and enlarge it; persevere in this and success is certain.

	Small	Average	Large
Physical Temperament, Mental Temperament, Active Temperament, Sluggish Temperament,			
ORGANS.			
Destructiveness—sternness, destroying propensity, Vitativeness—love of life, resist death, Amativeness—love of opposite sex generally, Combativeness—courage, fight, Conjugality—love one only of the opposite sex, Friendship—social, Parental Love—love of offspring and pets, Inhabitiveness—love of home, spot and country, Continuity—stick to one thing until done, Self Esteem—independence, self reliance,			

	Small	Average	Large
Approbateness—ambition, love of popularity, Cautiousness, Secretiveness. Firmness—perseverance, Conscientiousness—honesty, good mor- als, Veneration—reverence, devotion, Hope, Spirituality—faith, belief in prophe- sies, Sublimity—admiration for the grand and vast in nature, Ideality—imaginative, refined, love for the beautiful, Imitation, Benevolence, Human Nature—ability to read men and women, Agreeableness, Comparison—ability to analyze, crit- icise and classify, Causality—ability to plan and reason, Mirthfulness—ability to ridicule and make fun. Eventuality—recollect facts and inci- dents. Locality—recollect places, desire to travel, Time—recollect dates, punctuality. Tune—ability to sing and play by note, Constructiveness—construct and build, Acquisitiveness—acquiring, economi- cal.			

	Small	Average	Large
Individuality—want to see and know everything, Form—recognize faces and things, Size—estimates, measures and proportions, Weight—sure footed, steady hands, ability as an artist, Color—carry colors in the eye and watch them, Order—systematic and neat, Calculation—ability to figure, Alimentativeness—hunger, appetite, Language—fluency, ability to learn languages, Aquativeness—fond of liquids, bathing, sailing, etc.			
	INCHES		
Size of Brain, “ “ from ear to ear in front, “ “ from ear to ear in back portion, Size of Brain from ear to ear on the top of the head,			
	Small	Average	Large
Reflective faculties, Perceptive faculties, Animal faculties, Moral faculties,			

PHYSIOGNOMICAL EXAMINATIONS.

Size of the Eye. Small or Large?
Is the eye sunken? Does it project?
Its color,
Size of Nose. What is the shape of
the nose? Is it a Roman, a Grecian,
a Jewish, a stub, a pug, a miser, or
a hollow bridge nose?
Size of Nostrils,
Size of Mouth. Shape. Is the upper
lip large, thick and projecting?
Size of the Chin. Is it long and pro-
jecting? Is it a retreating chin?
Size of the Cheeks. Are the bones
high?

Write the result of the examination as indicated in
the first part of the manual, in the space allotted to each
of the following heads.

HEREDITARY TRANSMISSION.

COLOR BLINDNESS.

PECUNIARY CONSIDERATIONS.

HOME TIES.

VOCATION.

INGENUITY.

SCIENCE AND PHILOSOPHY.

GENIUS.

LANGUAGE.

APPLICANT'S DESIRE.

Commence the examination with the first mentioned in the chart (the pursuits,) passing down the column in regular order from actor to tinman, ascertaining by close inquiry of the applicant and friends, whether or no he or she has any skill, aptness or taste in a small or large degree in the first pursuit mentioned ; if none, leave it unmarked, and if any is manifested or thought to be latent and not brought out or developed to any extent as yet, mark on the blank line on the right, the degree : average, if possessed moderately ; fair, if a little more than average ; good, if well manifested ; very good, if quite promising ; extra, if unusually gifted ; A No. 1, if the indications are that he will be or is a great genius in this pursuit.

To do this accurately one must possess a knowledge of the essential requirements in every trade, profession or occupation, to know what is required of the applicant in a special pursuit ; if he has not this knowl-

edge he should refer to the manual of trades, professions and occupations and their requirements, in the latter part of this work, which contains a brief sketch of each. Proceed with the next pursuit in the same manner and so on with all the pursuits to the end of the column.

Pass on to the next division and examine the health and condition of the applicant as described, and write the result down under each organ. after this department is finished, pass to the next division or department and then to the next until the entire examination is concluded.

After the completion of the examination in all its details, a summary of each under the heads given in the form of chart mentioned above, should be made and written down in the blanks under each head, giving in a very brief, concise manner the gist of the examination.

When the occupations are selected for which the applicant is apparently best adapted, a summary examination in full must be reviewed, to ascertain what obstacles, if any, will prevent or hinder the attainment of success therein, as well as the merits and advantages that may contribute to strengthen the choice.

FORM OF EXAMINATION—SUMMARY.

HEALTH. (added to the chart described above.)

Phrenological examination in general, including Physiognomical examination.

HEREDITARY TRANSMISSION.

COLOR BLINDNESS.

HOME TIES.

VOCATION.

INGENUITY.

SCIENCE AND PHILOSOPHY.

GENIUS.

LANGUAGE.

APPLICANT'S DESIRE.

RESULT.

Through perseverance and untiring industry,
M ————— will find the greatest success within
h— reach, in the occupation of a———

The next best pursuit for h— to follow is that of
a —————

CHAPTER XV.

MANUAL OF TRADES, PROFESSIONS AND OCCUPATIONS, AND THEIR REQUIREMENTS IN BRIEF.

The following requirements have been gained from letters to the author, from personal inquiries and other sources, and the purpose has been to gain the desired information from successful and distinguished men in prominent pursuits, that the Vocopher or examiner may know the important points or essentials one must possess to achieve success in a given occupation.

Says Charles W. Slack, editor of the Commonwealth: "It seems to me the final consideration for any vocation in life, is earnestness of purpose coupled with a love for the task. Half hearted men never accomplish anything, and it is only by chance that a person without previously conceived ideas of an occupation gets on successfully. The opportunities in this country for self support are many and attainable, and are likely to be so till the whole continent between the oceans is occupied with industrial activities. On no other such country does the sun of heaven

shine. Every avenue is open to the humblest, if only industrious and constant. What a career that of Garfield, who most fittingly represents the educating and stimulating processes of our institutions. It is a fortune almost for a poor boy to be penniless ; that is, if he has ambition and the quick of necessity."

ACTOR. Should possess a good voice and good memory ; be a good elocutionist and comprehend the author's meaning. Must stand criticism and not be easily discouraged, and should possess versatility of talent, confidence, animation and pluck. Must be able to lose himself in the piece acted. First go behind the scenes and observe the severe and sometimes harsh discipline meted out. Must be gifted with a dramatic taste, feeling and action, and have the stamina to withstand the temptations with which dramatic actors as well as public characters are surrounded.

APOTHECARY. Should be healthy, especially the lungs and stomach. Must be able to stand prolonged confinement, be naturally cautious, intelligent and possess a good knowledge of Latin and Chemistry. Should have inherited no desire for strong drink.

ARCHITECT. Are his natural abilities good in drawing or drafting? Should be interested in architecture and have a love for the beautiful. Is he observing? Can he design and does he possess any originality?

ARTIST. Edgar Parker, the distinguished Boston artist, in a letter to us says, "One must have a natural

feeling for form and color which will easily manifest itself in youth. With it there must be an intense interest in all matters pertaining to art. There must be a steadfast purpose to surmount all difficulties and disappointments; an ambition that never falters. But above all there must be a determination to work, and here lies the great secret of success. Nature must do something towards making a man great, but unless he cultivates and improves the talents given him, they will do him no good."

AUTHOR. Should possess a good education. To write well one should first be well informed in grammar, rhetoric and logic. Should possess a smattering of nearly everything and have an abundance of ideas, good language and know how to express it. Says Thos.* Wentworth Higginson, in a letter to us, "The essence of success it seems to me is, 1st, in having something to say, and 2d, in having (by nature or cultivation or both), some skill in saying it."

BLACKSMITH. Ingenuity is an important element in a blacksmith's success. Must be able to stand the extra heat of the shop in the summer, and the everyday confinement when followed in a shop in the country.

BOOK-KEEPER. Must be thoroughly honest and able to withstand the temptation of money about him. Should never speculate in anything outside of legitimate business. Must be naturally accurate, a good penman, excellent in figures, neat, and have the pow-

er of concentrating his whole mind upon his work, so that he will not be disturbed by the noise and chatting of persons in the counting room or store about him. Must be well versed in interest, bank discount, and average accounts. Should be cautious and make change rapidly and accurately, be economical and live within his means. If he has inherited any tendency to consumption, or a weak, dyspeptic stomach, avoid bookkeeping.

BOOT AND SHOE MAKER. Must have sound lungs and stomach to stand the confinement of the shop; must be active and fingers nimble.

BUILDER. Should be able to originate and execute a plan. manage and control a body of men, and keep them at work at the best advantage; must be a good mechanic, or have the qualities requisite for one.

BUTCHER. Destructiveness must be large, with no fear or dread of killing animals.

CARPENTER AND WHEELWRIGHT. Must have a good eye for a plumb line, an even surface, a square corner and good proportions. Carpenters should be sure footed and not inclined to dizziness; must possess a good judgment and understand the qualities of lumber.

CAULKER. The same caution as advised in plumbing, (see Plumbing,) as the work is generally in damp places; must be sure-footed and possess a strong back for stooping, and good muscles for driving or pounding in various postures of the body.

CLERGYMAN. He should be honest with the world and himself in the views he advances ; should practice what he preaches, be a seeker after moral and religious truths, thorough in investigation and never fearing the truth and its dissemination ; he should have a kindly, watchful and heartfelt interest in the welfare of his congregation, both collectively and individually. Rev. M. J. Savage, pastor of the Church of the Unity, Boston, Mass., in a letter to us, says : "There is hardly any one characteristic or qualification that you can say is absolutely essential, for when you have fixed on this one or that, you will find some men who have succeeded without it. It depends on circumstances and so many varying tastes. You'd say truth seeking and speaking were essential, but in certain quarters they would seem to be a hindrance in the church to-day. Personal appearance, (or presence), voice, elocution, gesture, tact, (or knowledge of men), all these play a large part. Faith in man and God, (or belief in the possibility of a high human Destiny), devotion, brains and unceasing hard work ; these four I should place first. If these are given, the other needful things will follow."

CLERK IN A STORE. Should be honest, possess a business turn and a love for trade ; must have an even temper, bear correction and be willing to do anything honorable to please his employer, and strong to withstand temptation ; must be ready to open the store, build fires on a cold, zero morning, clean out the

store, dust the counting-room, wash spittoons, run errands, stand scoldings and be the first at the store in the morning and the last to leave at night.

CLERK IN A BANK. The same requirements are necessary as in a bookkeeper. (See Bookkeeper.)

CURRIER. Must have a strong back to stoop over the beam to skive leather and skins, and also good muscles to scour and finish them; should be a good judge of leather in the rough and finished state.

DENTIST. Must have a steady hand, good eyes, strong nerves, skill and patience.

DRESSMAKER. Must have a taste for fashion and a good eye for shapes and forms; should have nimble fingers and be quick motioned, but cautious and careful; should be neat and agreeable, and possess a quick eye for fitness.

ELOCUTIONIST. Must possess a clear, rich, round, full and strong voice,—a voice that is deep and ranging from the highest to the lowest notes; should be natural, easy and graceful in gestures, possessing a great variety of expressions in the face, from the most cheerful and laughing face to the saddest, ugliest and the most frightful and hideous, and one expressive of great emotion, love, sympathy and affection; should have the requisite power to picture to the audience the persons and scenes described in a natural, easy and unaffected manner; must be able to read words at first sight without the least hesitation, and also to look ahead several words to be enabled to look off of the

piece being read, that a natural and easy manner to the rendering may be given. The reader should possess a good personal appearance, and, to become popular, should possess a vein of humor and a dramatic intensity of feeling and action ; must have confidence in his powers and pluck to stand discouragements ; should have also the somewhat rare power to impart his knowledge to others in a clear, easy manner, and inspire his pupils with enthusiasm in the art.

EXECUTIONER. Should have large destructiveness ; must have no fear of death, and be devoid of any sympathy in witnessing suffering in his fellow men. Although it is well to have a small, or perhaps a moderate, amount of brains, yet there is no pursuit that demands an organism more animalistic and so near akin to the brute as that of an executioner.

FARMER. He should have a thorough, genuine love for tilling the soil, sowing the seed, gathering the harvest and the care of stock. The desire to exchange a city for a country life and live on a farm, does not, in itself, necessarily constitute a pure love for a farmer's life, which demands hard physical labor from morning till night, and unless one has a natural taste for hard, bodily work for the end attained, his apparent and shallow love for the farm will soon disappear as experience is gained, unless he is possessed of riches and can hire the physical labor necessary to be performed. The standard for the attainment of success has changed within the last fifty years so that now, in the

evening of the 19th century, a farmer must have more brains to win success than in the morning of it. More insects infest vegetation in the field, the garden and the orchard, lands in older states and countries are becoming exhausted of plant food. Machinery takes the place of hand labor, and competition is greater as the world is becoming more populated. To be a successful farmer requires the possession of the qualities of a good salesman to dispose of his produce to the best advantage. Should be methodical and progressive and possess a good share of common sense.

GOLD BEATER. Should be a good judge of the quality of gold. Should not have a head sensitive to the noise attending hammering. Should have quick sense of tempering metals, and not be unfavorably affected by nearness to the heat of a furnace throughout the year.

GROCER AND STORE KEEPER. Should be naturally sharp, shrewd and good at trade. Must be a good buyer and seller, affable, courteous, obliging and a good judge of credits. Must be decided and able to say NO when occasion requires, and be systematic and accurate in accounts.

HOTEL KEEPER. The same requirements as in a Storekeeper. (See Grocer and Storekeeper.) Must besides, be a good judge of eatables, be neat and know what constitutes a good dinner. Should be very economical but wisely so. If one has inherited a

taste for strong drink, it is an obstacle. Must be strong enough to withstand temptations, possessing a great deal of native enterprise and be a good judge of human nature.

INVENTOR. Should have a general knowledge of machinery, be naturally ingenious, possess good powers of concentration and originality. Should be a thorough investigator, a good thinker, persevering and secretive.

JAILOR. Should be kind, yet decided in his government. Should have an eye and a heart for the true welfare of his fellow men. Must not be a passionate man. All of his movements should be under perfect control. His conduct towards the prisoners under his charge should be guided by a desire to reform them by making them better men or women, rather than a purpose to punish them for their wrong doing. Let them learn that the Jailor is their friend and he should spare no honorable means to make them his friends and not his enemies.

JEWELER. Must possess a good eye sight, nimble fingers and a steady hand. Should have no tendencies to consumption or dyspepsia.

JOURNALIST. Must be a quick and ready writer, gain a thorough knowledge of the events of the day and of the past. Should have all the requirements mentioned under the head of Authors. Must have a good knowledge of finances, politics, religion and an abundant share of common sense.

LAWYER. Must be very clear headed, logical, rhetorical, eloquent and argumentative. Should have excellent memory, good powers of concentration, large perceptive faculties, and also be equally endowed with large reflective faculties. Should have perfect command of his passions and never allow his temper to get the better of him, be persistent, persuasive, dignified and convincing. Should be a good questioner, quick of comprehension, a thorough and untiring student. The old specific for this pursuit is "live like a hermit and work like a horse."

LECTURER. The same requirements as in the Author, (see author) with the addition of gaining a distinct enunciation. Should be a ready debater, fluent, witty, earnest, entertaining, magnetic, able to speak extempore, and to be attractive to the populace should possess the happy faculty of illustrating the subject by telling a story well.

LITERATURE. Although, as Thos. Wentworth Higginson writes us, "I think that literature has hardly yet become in this country a profession in the sense you mean; it is more often a collateral pursuit or avocation, as distinct from vocation." Yet allowing it a place in the pursuits, as indicated in the title of one of his essays, "Literature as an art," it stands among the first in the employments of life. To pursue it with success one must have a taste for reading and studying valuable books of all ages, from every civilized clime, and written upon all worthy topics. He should

have a good brain, with perceptive and reflective or reasoning faculties large. Should be a critic, a thorough student on all points and requirements that make up the English language, a thinker, an investigator and originator of ideas, and learn how to express them in the clearest, the most intelligible and attractive manner.

MACHINIST. Should manifest an interest in all classes of machinery. Is the applicant interested to stop and study the varied parts of a machine when opportunity offers, and does he easily comprehend its construction? A machinist must be naturally ingenious. Good health is necessary to stand the confinement and noise of the shop. Must have perfect hands with nimble fingers.

MARBLE WORKER. Should possess some love for art, manifesting some skill in drawing, a taste for modelling, and carry a steady, careful hand.

MASON. Must possess same requirements as a carpenter, (see Carpenter) except he must possess more physical strength, especially a stone mason.

MERCHANT. Hon. John B. Alley, the eminent merchant, says in a letter to us, "Good judgment, integrity, sagacity, prudence, reasonable caution, a mathematical mind and economical disposition and habits are indispensable; without all these qualities and perhaps some others, one could hardly expect to succeed in large business pursuits. Hence comparatively few succeed in the conduct of business to a suc-

cessful result. Industry, perseverance, and ardent love for the pursuit engaged in, are absolutely essential to pre-eminent success in any pursuit." To which might be added a love for gain or a mind intent on making money. Success is not often attained where the mind is diverted to other things, nor where it is turned to outside speculation, especially in the early stages of accumulated wealth. A young man desiring to become a merchant should have exhibited in his youth trading propensities: boys in the country by picking berries to sell, collecting old junk, bartering or resorting to other means to gain money. Continuity, perseverance, acquisition, firmness, large perceptive faculties, enterprise, pluck, self esteem, cautiousness, (but not too much) and untiring energy to go ahead, with reflective or reasoning faculties large, are the foundation stones upon which the structure of a successful business life must rest.

MILLINER. Must be a good judge of colors and the blending of colors. Should have a taste for adaptation, as whether an article is becoming to the wearer. Should have a taste and knowledge of the style of the day, and withal, a good judgment.

MUSICIAN. Should have a good ear for music and be able to detect a discord at once. Should have an ear for harmony of sound and chord; a love tinged with enthusiasm for music, not an ideal love untried by practice, but a love that has stood or will stand years of constant, untiring practice. Must be a thorough

student, and here perhaps more than anywhere else, one must have a gift or genius to achieve great success in this hallowed art.

NURSE. Should be very quiet and gentle in manner, attentive and interested generally in the comfort and recovery of the sick, the afflicted and maimed. Should be attractive, amiable and kind in attentions, very patient, and not tiresome in conversation. Must be accustomed to confinement, and disturbance during the usual hours of sleep, and withal should be a student of physiology and become familiar with the anatomy and hygiene of the human system to gain success in this worthy and responsible pursuit.

PAINTER. House, Sign, Carriage and General. Should ascertain whether the odor and use of paint will cause the applicant to have the painter's colic; if so, avoid the pursuit. Must not be inclined to dizziness in climbing ladders, be sure footed and not color blind, having a good eye for colors, and an artistic turn.

PHYSICIAN. Should be a calm, pleasant, neat, polite and quiet gentleman, not absent minded, with no insanity manifested in immediate ancestors, and free from any desire for intoxicating drinks. Must have a thorough knowledge of his profession, and a love for it; be devoted to his patients, and ever ready to sacrifice any moment, day or night, to the performance of his duties.

PHILOSOPHER. The same requirements as in the scientist. He must be wise, sagacious, original; a

great thinker and reasoner.

PLUMBER. Must not be inclined to pulmonary complaints, as the work is generally confined to damp places; must be able to understand the working of metals.

POET. Prof. Henry Wadsworth Longfellow in a letter to us says: "No one can possibly become a poet without possessing a poetical gift or genius."

PRINTER. Must have a good intellect to understand the true meaning of an article received. Should have a good knowledge of grammar, capital letters, spelling and punctuation; be quick fingered and not troubled with weak eyes.

PUBLISHER. Should be a good business man, a good solicitor for advertisements and subscribers, gain all the requirements of a printer, and know what contributes to the success of a good paper or book.

QUARRYMAN. Should be strong and muscular, more so than the stone-cutter; be able to stand the sun's heated rays of the summer and the winter's cold, as the requirements of this trade demand a life of constant exposure out of doors.

REPORTER. May have a knowledge of phonetics. Must be a live man and eager for the news. Should have great powers of condensation, possess good language and be able to extract the essence of a speech, bottling one twentieth of its original volume or one ninety-ninth if not of sufficient importance to interest the public.

SAILOR. Should possess a love for the sea and a knowledge of navigation to become a good sailor. Must have the qualities essential to take command of men to gain the position of a captain. Should have a determined will and at the same time be gentle, kind and generous, having perfect command of his nerves, courage, being reasonable at all times with his men, and have the enterprise and caution necessary to the success of any voyage.

SALESMAN. Should be affable, social, persuasive and persistent. Must have the faculty of describing and exhibiting a thing in its best light and be reliable in his statements.

SCIENTIST. Patience and perseverance are the first requirements in this department. The ability for thorough and minute investigation and classification is necessary, with perceptive powers highly developed as well as reflective, and have a love for the sciences. Must be able to study causes and reason from cause to effect.

SINGER. The same requirements are demanded in this pursuit as in the musician, adding a good voice, clear and musical, a distinct enunciation, a full chest with good breathing powers and a sound throat. Should have a good personal appearance and confidence in the power, control and display of the voice.

SOLDIER. General W. T. Sherman, General of the armies of the United States of America, in a letter to us says: "Desired information in a printed

pamphlet mailed with this," which consists of an address by him to the students of the Michigan Military Academy, and from which we quote the following main points. "Never commit the fatal mistake which has cost the nation hundreds of thousands of noble lives and thousands of millions of dollars, by acting on the belief that when you have assembled your men and grouped them into companies and regiments ranged in line of battle, equipped with rifles, bayonets, knapsacks, haversacks, etc., every man in the place prescribed by tactics,—that you have made them soldiers." In speaking of the volunteer regiments in the last war after two years in the service, he says, "These small fragments of experienced officers and soldiers in 1863 and 1864 did perform marches and gain victories where the larger, better dressed, better equipped and far better looking regiments of 1861 would have utterly failed. This I repeat was the result of education in the best of all possible schools—experience. * * * Much but not all of this knowledge may be acquired in peace, such as skill with the rifle, habits of abstinence and self denial, walking long distances, riding on horseback, leaping, running, and all manner of athletic sports, and especially the conviction that subordination and discipline are indispensable in all armies. Every soldier should have as perfect a knowledge as possible of his own rifle, of his ammunition, his knapsack and haversack and feel at home wherever these are. He should

know how to care for his own cooking, sleeping and health, and be informed and convinced that houses, tents, tables, chairs, dishes, spoons, knives and forks are luxuries, mere superfluities, which can be dispensed with without hardship. These are lessons not laid down in any text books, but are the first that every officer and man must learn before he can lay claim to the title of soldier. I have known many an officer who knew Jomini by heart, and could demonstrate every battle of Frederick the Great, and of Napoleon, on the blackboard, who could not properly station a picket guard, or handle a company skirmish line, or provide for his own men on a ten days's scout. I do not mean to question the importance of book knowledge of the great principles of war, but I do mean to say that every officer, be he Lieutenant, Captain, Colonel or General, must know the rudiments of his profession, especially what a soldier can do and what he can not do, how to care for the necessary food, clothing, ammunition and wants of every subdivision of his command, however small or unimportant it may seem, before either tactics or strategy become of any use. The strategy of a campaign is the last, highest and most important part of the science of war, and is generally concealed in the breast of the General till the result is complete. My advice is to study the duties of a soldier, of corporal, of sergeant, of lieutenant and captain before attempting strategy, grand tactics and the functions of a Gen-

eral-in-Chief. With poor battalions badly commanded, strategy is useless and wasted. With good battalions, well commanded and plenty of them, strategy is simple and easily acquired. Subordinates must obey and commanders must command and be responsible to the government. A man must be satisfied he has courage before he undertakes to go to the wars. Wisdom and knowledge, whether acquired from books or from experience, are prime necessities in a soldier, without which he can not hope to make his fortune.

STATESMAN OR POLITICAL SERVICE. His Excellency, John D. Long, Governor of Massachusetts, in a letter to us, says: "For successful political service in this country, the government of which is a government of the people, I believe a man should have among other elements, a genuine interest in the the things that interest the community and in the community itself. He must be in sympathy with the leading moral causes that help the public virtue. There is no reason why he should be afraid to let it be known that he is ready to go into public life, to do public service, to occupy public position, all of which he could do without anything like self seeking. Of all men he is exposed to the worst and severest criticism, and owes to the profession, if he once enters it, an honest, upright character, clean hands and a pure life. He must have his convictions, be true to them and be careful to keep himself consis-

tent in expressing himself in regard to them. Then if he tells the truth, deals squarely and is candid and manly, I will not say that he will succeed in making himself President of the United States, but if there is any material in him fit for the public service the people will make use of it."

STONE CUTTER. Should be strong and muscular, and to become an extra workman, to give artistic shapes and forms to things, should possess sound lungs, as the stone dust breathed into the lungs tends to macerate them. Should have a good eye for an even surface and a square corner.

SURGEON. Should possess the qualities mentioned in the Dentist. Must have good aim and a sufficient knowledge of anatomy to reach by instruments the exact spot to be operated upon within the body. Should possess a remarkable good understanding and quick comprehension, must be fearless and cautious, and possess a scientific turn of mind. Nerves should be strong and not shocked in witnessing a surgical operation, such as removing an eye and amputating a limb. Must be firm, gentle and carry a steady hand, a good observer and a student, cautious and conscientious.

TAILOR. Must have a good idea of shapes and forms, tasty in dress and neat. Should be free from consumption and dyspeptic tendencies and be able to follow this sedentary life successfully.

TANNER. Should have good judgment and be able

to tell when skins and leather are properly tanned, and just the amount of forcing required in quickening the tanning process without burning and injuring the texture and quality of the leather. Must also be a good judge of the quality of hides and skins.

TEACHER. Col. Francis W. Parker, supervisor of the Boston Schools, in a letter to us concerning the requirements necessary to make a good teacher, says :

- 1st.— } “Love of Children.
 } A leader in children’s plays.
 } A favorite of children.

2d.—A love to study nature stronger than a love for books and a strong love for both.

3d.—Courage that will overcome great fear in emergencies.

4th.—Good health.”

Mr. Zalmon Richards, the first President of the National Teacher’s Association and late Superintendent of Schools in Washington, D. C., in a letter to us says : “The traits of character necessary for a successful teacher, whether native or acquired traits, are in my opinion essentially the following :

1st.—Physical. The teacher should have as sound a body as the candidate for military or police service. He should be free from all kinds of intemperate habits and physical indulgencies, so that his body may be a suitable tabernacle for the next requisite for a teacher.

2d.—A Sound Mind. His perceptive faculties should be clear, quick and strong, though their power will depend very much upon culture and the condition of the body. With a sound body, however, the powers of sight, hearing, taste, feeling and smelling depend very much upon the kind of training and exercise to which they are subjected; for the perceptive faculties can be greatly improved in clearness, quickness and strength as well as accuracy by proper cultivation and exercise. Unless the teacher has these qualities well developed, he is not the proper person for the required work, because upon such development depends the power of quick and accurate observation. Again, the reflective faculties should be so developed and trained that the judgment shall be correct and sound; that the reason shall be controlled by true logic; that the imagination shall be pure and reliable, and the conception accurate; and in short that all the faculties should be under the control of the will as far as possible. These faculties are also more perfectly developed in some persons than in others; yet they are all capable of cultivation and growth, and are therefore improved by training and exercise. To judge accurately, therefore, of the qualifications which are adapted to the teachers' profession, we must know what control he has over his reflective faculties. He must have his will and all his passions under the most perfect control. He must be able to decide and then adhere to his decision; for it is the

harmonious working together of all these traits of mind which will give such a teacher the personal magnetism, necessary to success.

3d and finally, the moral faculties, like the mental and the physical, are capable of great improvement, though not equally developed at first in all persons. But no characteristics are more important or necessary in a teacher than a feeling of reverence and accountability to our Heavenly Father ; a supreme love of truth ; a strict regard for honesty ; conscientiousness ; patience or willingness to suffer and endure for the sake of others ; decision and firmness of purpose ; as opposed to Godlessness, duplicity and deception, recklessness, petulance, fickleness and irritability. As an outgrowth from the possession of the above required faculties, a teacher should have a love and sympathy for his fellow creatures and especially for children. I should be willing to employ a teacher who has the qualifications named, provided they are properly acquired."

TINMAN. Must be a judge of the common metals and be able to work them, and be ingenious.



INDEX.

	PAGE.
Actor,	87
Apothecary,	87
Applicant's Desire,	65-74
Architect,	87
Artist,	87
Author,	88
Blacksmith,	88
Back,	61-68
Bowels,	61-67
Book-keeper,	38
Boot and Shoe Maker,	89
Brain,	61-67
Builder,	89
Butcher,	89
Carpenter,	89
Caulker,	89
Chart, Form of Blank,	76-85
Chart, Examination of	83
Clergyman,	90

INDEX.

Clerk in a Store,	90
Clerk in a Bank,	91
Color Blindness,	64-71
Currier,	91
Dentist,	91
Dressmaker,	91
Elocutionist,	91
Examination, use and application of,	66
Examination, form of blank charts,	76-85
Examination, manual of	61
Examination, summary,	84-85
Executioner,	92
Farmer,	92
Feet,	61-67
Genius,	26
Gold Beater,	93
Grocer,	93
Habits,	65
Hands,	61-68
Health, general,	62-68
Heart,	60-66
Hereditary Transmission,	48-62-69
Hotel Keeper,	93
Home Ties,	65-72
Inventor,	94
Ingenuity,	65-73
Jailor,	94
Jeweller,	94
Journalist,	94

INDEX.

Kidneys,	.	.	61-67
Language,	.	.	65-74
Lawyer,	.	.	95
Liver,	.	.	61-67
Lungs,	.	.	60-66
Lecturer,	.	.	95
Literature,	.	.	95
Machinist,	.	.	96
Manual of Occupations,	.	.	86
Manual of Examination,	.	.	60
Marble Worker,	.	.	96
Mason,	.	.	96
Merchant,	.	.	96
Milliner,	.	.	97
Muscles,	-	.	61-68
Musician,	.	.	97
Nerves,	.	.	61-68
Nurse,	.	.	98
Painter, house, sign and carriage,			98
Pecuniary Consideration,	.		64-71
Physician,	.	.	98
Philosopher,	.	.	65-73-98
Physiology,	.	.	42
Philosophy,	.	.	44
Phrenological Examinations,			71-79
Phrenology,	.	.	42-57
Plumber,	.	.	99
Political Service,	.	.	103
Poet,	.	.	99

INDEX.

Printer,	.	.	99
Publisher,	.	.	99
Quarryman,	.	.	99
Reporter,	.	.	99
Sailor,	.	.	100
Salesman,	.	.	100
Scientist,	.	.	65-73-100
Singer,	.	.	100
Solicitor,	.	.	100
Statesman,	.	.	103
Stomach,	.	.	61-67
Stone Cutter,	.	.	104
Store Keeper,	.	.	93
Surgeon,	.	.	104
Tailor,	.	.	104
Tanner,	.	.	104
Teacher,	.	.	105
Tinman,	.	.	107
Throat,	.	.	61-68
Trades, &c.,	.	.	76-86
Vocation,	.	.	65-72
Wheelwright,	.	.	89