



HOW TO WIN FORTUNE

AND THE GOSPEL OF WEALTH

ANDREW CARNEGIE

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Andrew Carnegie

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Do not hesitate to engage in any legitimate business, for there is no business in America, I do not care what, which will not yield a fair profit if it receive the unremitting, exclusive attention, and all the capital of capable, industrious men.

Every business will have its seasons of depression — years during which manufacturers and merchants are severely tried — but every legitimate business producing or dealing in an article which man requires is bound in time to be fairly profitable, if properly conducted.

And here is the prime condition of success, the great secret: concentrate your energy, thought and capital upon the business in which you are engaged. Having begun in one line, resolve to fight it out on that line, to lead in it; to

adopt every improvement; to have the best machinery, and know the most about it.

— *Carnegie.*

HOW TO WIN FORTUNE

LABOUR is divided into two great armies— the agricultural and the industrial. In these diverse forces are in operation. In the former everything tends to a further distribution of land among the many ; in the latter everything tends to a concentration of business in the hands of the few. One of the two great fallacies upon which 'Progress and Poverty'— Mr. George's book - is founded, is that the land is getting more and more into the hands of the few. Now the only source from which Mr. George could obtain correct information upon this point is the census; and this tells us that in 1850 the average extent of farms in the United States was 203 acres; in 1860, 199 acres; in 1870, 153 acres, and that in 1880 it was still further reduced to 134 acres. The reason is obvious for this rapid distribution of the land. The farmer who cultivates a small farm by his own labour is able to drive out of the field the ambitious capitalist who attempts to farm on a large scale with the labour of others. In Great Britain nothing has been more