THE SUCCESSFUL PROFESSIONAL MAN

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I AM A SUCCESSFUL PROFESSIONAL MAN WHEN my colleagues refer to me with pride in discussing our profession.

WHEN others in the profession ask my advice on how to handle problems that confront them in their practice.

WHEN clients come into my office with a smile, are happy to secure my professional services, and leave with the same smile on their faces.

WHEN my pride in my profession urges me to always have the best and latest professional techniques and equipment and keep my office in modern up-to-date condition.

WHEN I have the respect of professional and business men in every line in the community.

WHEN business men and other professional men in my community start suggesting my name as the logical man to head a civic or community enterprise.

WHEN I am convinced the people who come to me for professional service believe that it is better to pay an adequate fee than to attempt to get by in a slipshod manner.

WHEN I can find time enough from my practice to play golf, go fishing, or hunting, or indulge in some sport—without injuring my practice in my absence.

WHEN I realize that I could not ever possibly know everything about my profession and am always interested in learning more about it.

WHEN I learn to attend conventions, read my professional journals to broaden my knowledge of my field and make myself more capable of deserving professional attention.

WHEN I recognize and practice the philosophy that the best way I can contribute to the advancement of my field and to assure it as well as my own future growth and development is through being an active member of my local, state, regional and national professional organizations.

WHEN I can go into some other town in my State and be known there in my field by the reputation that has preceded me.

WHEN I have honorably made a net income at the end of each year, no matter what conditions may be, and feel justifiable pride in whatever I have accomplished.