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QUOTATIONS *of*
BOOKER T. WASHINGTON



Compiled by

E. Davidson Washington, *Editor of*

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of Booker T. Washington

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Table of Contents

	Page
The Negro Race	7 - 14
Education	15 - 21
Labor	22 - 28
Character	24 - 27
Living	28 - 30
Opportunity	31
Success	32 - 34
Reward	35 - 37

THE NEGRO RACE

A race, like an individual, lifts itself up by lifting others up.

A race is not measured by its ability to condemn, but to create.

No race can hate another without itself being narrowed and hated.

It is at the bottom of life that an individual should begin and not at the top.

Make up your mind that you are not going to allow anything to discourage you.

The white man who begins by cheating the Negro, ends by cheating a white man.

No race ever got upon its feet without a struggle, without trials and discouragement.

Begin to think! If you cannot learn to think, you will be of no use to yourself or anybody else.

It is not possible to improve the condition in any race until the mind is awakened and improved.

The history of the world proves that trade and commerce are the forerunners of peace and civilization.

The race, like the individual, that makes itself indispensable has solved most of its problems.

No race is ever lost that is worth saving and no race need be lost that wants to save itself.

The individual who can do something that the world wants will in the end, make his way regardless of race.

The highest test of the civilization of any race is in its willingness to extend a helping hand to the less fortunate.

QUOTATIONS

The white man who begins to break the law by lynching a Negro soon yields to the temptation to lynch a white man.

The black man that has mortgages on a dozen men's houses will have no trouble in voting and having his vote counted.

No race or people ever got upon its feet without severe and constant struggle, often in the face of the greatest discouragement.

It is only through struggle and surmounting of difficulties that races, like individuals, are made strong, powerful and useful.

There is no position, however high in science or letters, or politics, that I would withhold from any race, but I would have the foundation clear.

The thing aimed at by all great souls has been to bring men and races back to the simplicity and purity of childhood—back to reality.

God for two hundred and fifty years, in my opinion, prepared the way for the redemption of the Negro through industrial development.

The opportunity to earn a dollar in a factory just now is worth infinitely more than the opportunity to spend a dollar in an opera house.

There should be a more vital and practical connection between the Negro's educated brain and his opportunity of earning his daily living.

More and more we must come to think not in terms of race or colour or of language or religion or of political boundaries, but in terms of humanity.

QUOTATIONS

We should not be discouraged as a race. No man, discouraged, ever wins a victory.

It is important and right that all privileges of law be ours, but it is vastly more important that we be prepared for the exercise of these privileges.

Let us hold up our heads, and with firm and steady tread go manfully forward. No one likes to feel that he is continually following a funeral procession.

We shall prosper in proportion as we learn to draw the line between the superficial and the substantial, the ornamental gewgaws of life and the useful.

When a race gets a good reputation along certain lines, a great many things which now seem complex, difficult to attain, and are most discouraging, will disappear.

I am just as happy when I can perform a service, however small, for the man or woman of the white race as when working for the elevation and happiness of my own race.

I do not believe that any state should make a law that permits an ignorant and poverty-striven white man to vote, and prevents a black man in the same condition from voting.

If history teaches any one lesson more thoroughly than another, it is that successful effort in constructive, productive work is what counts in getting a race upon its feet.

To be one with God is to be like God. Our real religious striving then, should be to become one with God; sharing with Him in our poor humble way His qualities and attributes.

We must not only become reliable, progressive, skillful, and intelligent, but we must keep the idea constant-

QUOTATIONS

ly before our youths that all forms of labor, whether with the hand or head, are honorable.

Friction between the races will pass away as the black man, by reason of his skill, intelligence, and character, can produce something that the white man wants or respects in the commercial world.

I have found in my dealings with the Negro race—and I believe that the same is true of all races that the only way to hold people together is by means of a constructive, progressive programme.

In his present condition it is important, in seeking after what he terms the ideal, that the Negro should not neglect to prepare himself to take advantage of the opportunities that are right about his door.

I sometimes fear that we yield to the temptation of parading and advertising our difficulties too much before the public—I sometimes fear that we are prone to advertise our disadvantages rather than our advantages.

When measured by standards of eternal, or even present justice, that race is greatest that has learned to exhibit the greatest self-control, the greatest forbearance and the greatest interest in his less fortunate brother.

The most important problem confronting the Negro and his friends is the turning of the forces of his education in the direction that it will contribute most effectively to the betterment of the country and the Negro himself.

Those who would help the Negro most effectually during the next fifty years can do so by assisting in his development along scientific and industrial lines in connection with the broadest, mental, and religious culture.

If the Negro race wishes to grow strong, it must learn to respect itself, not to be ashamed. It must learn that it

QUOTATIONS

will only grow in proportion as its members have confidence in it, in proportion as they believe that it is a coming race.

It is with a race as it is with an individual: it must respect itself if it would win the respect of others. Where you find a race that is ashamed of itself, that is apologizing for itself, there you will find a weak, vacillating race.

No one can in anyway permanently hold back a race of people who are getting those elements of strength which the world recognizes, which the world has always recognized, as indicating the highest type of manhood and womanhood.

I like to belong to a race that has hard, knotty problems to be solved. I would not care to live in an age when there was no weak portion of the human race to be lifted up and helped and encouraged. It is only as we meet these great problems and opportunities that we gain strength.

The surest way for the Negro to reach the highest positions is to prepare himself to fill well at the present time the basic occupations. This will give him a foundation upon which to stand while securing what we call the more exalted positions.

All the Negro race asks is that the door which rewards industry, thrift, intelligence, and character be left as wide open for him as for the foreigner who constantly comes to our country. More than this he has no right to request; less than this a Republic has no right to vouchsafe.

We must prove to the world that we can get as much out of the soil, out of any employment, as any other race. The very moment that the world finds some other fellow who can get more out of the forces of nature than we can, that moment we will be asked to move on and the members of some other race will take our place.

QUOTATIONS

In my opinion, the time will come when the South will encourage all of its citizens to vote. It will see that it pays better, from every standpoint, to have healthy, vigorous life than to have that political stagnation which always results when one-half of the population has no share and no interest in the government.

We shall constitute one-third and more of the ignorance and crime of the South, or one-third of its intelligence and progress. We shall contribute one-third to business and industrial prosperity of the South, or we shall prove a veritable body of death, stagnating, depressing, retarding every effort to advance the body politic.

I do not believe that the world ever takes a race seriously, in its desire to enter into the control of the government of a nation in any large way, until a large number of individuals, members of that race, have demonstrated, beyond question, their ability to control and develop individual business enterprises.

I fear that the Negro race lays too much stress on its grievances and not enough on its opportunities. While many wrongs have been perpetuated upon us in the South, still it is recognized by all Negroes that the black man has far better opportunity to rise in his business in the South than in the North.

Every race must show to the world by tangible, visible, indisputable evidence that it can do more than merely call attention to the wrong inflicted upon it. The reward of life is for those who choose the good where evil calls out on every hand. That reward is moral character. The more difficult the struggle, the more robust the character.

The fellow who is always considering his own selfish interests is not the man who succeeds. The man who is trying to love the higher life in all lines, is the individual

QUOTATIONS

who will only succeed here, but also will succeed after he leaves school. In the classroom and elsewhere that individual who sees all that he can do finally succeeds.

There are certain great natural and economic laws that govern the problems of nations and races. Soil, rain and sunshine draw no color line. The forces of nature will yield their wealth as quickly to the hands of the brown man, the yellow man, as they will to the hands of any other race. Man may discriminate, but the economic laws of trade and commerce cannot discriminate.

Let us keep before us the fact that, almost without exception, every race or nation that has ever got upon its feet has done so through struggle and trial and persecution; and that out of this very resistance to wrong, out of the struggle against odds, they have gained strength, self-confidence, and experience which they could not have gained in any other way.

We have attempted for a number of years to stop crime by lynching, but there are some conditions which cannot be lynched away. One cannot lynch disease, ignorance or idleness; these conditions can only be cured by education, but they can be helped forward immensely by the best white people and the best colored people in every community conferring frequently together concerning their mutual interests.

When measured by the standard of eternal, or even present justice that race is greatest that has learned to exhibit the greatest patience, the greatest self-control, the greatest forbearance, the greatest interest in the poor, in the unfortunate—that has been able to live up in a high and pure atmosphere, and to dwell above hatred and acts of cruelty. He who would become greatest among us must become the least.

QUOTATIONS

To those of my race who depend upon bettering their conditions in a foreign land, or who underestimate the importance of cultivating friendly relations with the southern white man who is their next door neighbor, I would say: "Cast down your bucket where you are. Cast it down in making friends, in every honorable way, of the people of all races by whom you are surrounded. Cast it down in agriculture; mechanics, in commerce, in domestic service, and in the professions."

The time has come when we should rise above party or race or sectionalism into the region of duty of man to man, of citizen to citizen, of Christian to Christian; and if the Negro, who has been oppressed and denied his rights in a Christian land, can help the whites of the North and South to rise, can be the inspiration of their rising; into this atmosphere of generous Christian brotherhood and self-forgetfulness, he will see a recompense for all that he has suffered in the past.

If you ask me to sum up in a single sentence what, in my opinion, is the greatest evidence of progress on the part of the millions of black people in the South, I should say that it does not consist in anything that is tangible or visible, so much as in the change in the spirit of those people concerning the subject of labor, for there is little hope in this world, or in any other world, for any race until it has learned that it is just as honorable to work in a field, in a shop or in a kitchen as it is to preach the gospel, teach school or write poetry. That is the great and fundamental thing which my race has learned

EDUCATION

Ignorance is more costly to any state than education.

Education must be digested and assimilated in order to make it significant.

The child who goes to school in a room that is clean and attractive will not long be contented to live in a home that is dirty and disorderly.

There is no education that one can get from books or costly apparatus that is greater than that which can be gotten from contact with great men and women.

The average individual thinks he knows a great deal more than he does know. The individual who really knows more than he thinks he knows, is very rare indeed.

I believe that the truly educated man is not the one who has all knowledge in his head, but one who knows where to look for information upon any subject at any time.

The person who schools himself to see the dark side of life is likely to make a mistake, and the person who schools himself to look only upon the bright side of life, forgetting all else, also is apt to make a mistake.

Education is meant to make us give satisfaction and to get satisfaction out of giving it. It is meant to make us get happiness out of service for our fellows. And until we get to the point where we can get happiness and supreme satisfaction out of helping our fellows, we are not truly educated.

The lesson for all young people to learn in this busy industrial age is to deal with materials, whether at first hand in getting something out of the soil, or as constructing or distributing agents so as to increase the value of the material they handle and make themselves more useful as individuals.

QUOTATIONS

Education is not what a person is able to hold in his head, so much as it is what a person is able to find.

I believe in any kind of education which will reach down and be the most effective in regard to the lifting up of a race of people.

It is the weak individual, as a rule who is constantly calling attention to the other side—to the dark and discouraging things of life.

Education, in the broadest and truest sense, will make an individual seek to help all people, regardless of race, regardless of colour, regardless of condition.

The man who grows corn must remember that the growing of corn is not the end of life, but that the corn be turned into refinements and beauties of a civilized and Christian home.

Show me a person who merely does as a duty what he is asked to do, and I will show you a person who is never in constant demand—a person who is not going to be very valuable to humanity.

The highest education is that which fits an individual to live successfully in the community where his life is thrown. The object of all education, no matter by what name it is called, should be to fit the individual to articulate what he has learned in the school room into the active, everyday life of the community in which he lives.

It requires little wisdom or statesmanship to repress, to crush out, to retard the hopes and aspirations of a people; but the highest and most profound statesmanship is shown in guiding and stimulating a people so that every fibre in body, mind, and soul shall be made to contribute in the highest degree to the usefulness of the state.

QUOTATIONS

Education is useless unless it makes us absolutely honest.

Education is meant to make us appreciate things that are beautiful in nature.

Education is meant to make us absolutely honest in dealing with our fellows.

The highly educated person is the one who is considerate of those individuals who are less fortunate.

I pity the man or woman who has never learned to enjoy nature and to get strength and inspiration out of it.

Until we get to the point where we can get happiness and supreme satisfaction out of helping our fellows, we are not truly educated.

Education is meant to give us that culture, that refinement, that taste which will make us deal truthfully with our fellow men.

Any individual who has learned to love good books, to love the best newspapers, the best magazines, and has learned to spend some portion of the day in communication with them, is a happy individual.

The end of all education, whether of head or heart, is to make an individual good, to make him useful, to make him powerful; is to give him goodness, usefulness and power in order that he may exert a helpful influence upon his fellows.

A person is never educated until he is able to go into the swamps and woods and see something that is beautiful in the trees and shrubs there; is able to see something beautiful in the grass and flowers that surround him, in short, to see something beautiful, elevating, in everything that God has created.

QUOTATIONS

The greatest thing you can learn is the lesson of brotherly love, of usefulness, and of charity.

One of the highest and surest signs of civilization is that a people have learned to obey the commands of those who are placed over them.

Knowledge will benefit little except as it is harnessed, except as its power is pointed in a direction that will bear upon the present needs and condition of the race.

An educated man on the street with his hands in his pockets is not one whit more benefit to society than an ignorant man on the streets with his hands in his pockets.

The want of proper direction of the use of the Negro's education results in tempting too many to live mainly by their wits, without producing anything that is of real value to the world.

I have learned that it is important to carry education outside of the school building and take it into the fields, into the homes, and into the daily life of the people surrounding the school.

Through the education of public sentiment in the future the greatness of a nation will be measured not by the tons of lead and iron and armorplate which it possesses, but by its service to the world.

That education, whether of black men or white men, that gives one physical courage to stand in front of a cannon and fails to give him moral courage to stand up in defense of right and justice, is a failure.

The Negro should be taught book learning, yes, but along with it he should be taught that book education and industrial development must go hand in hand. No race which fails to do this can ever hope to succeed.

QUOTATIONS

One of the weakest points in connection with the present development of the race is that so many get the idea that the mere filling of the head with a knowledge of mathematics, the sciences, and literature means success in life.

The study of arithmetic that does not result in making men conscientious in receiving, and counting the ballots of their fellow men is faulty. The study of art that does not result in making the strong less willing to oppress the weak means little.

So long as the Negro is permitted to get education, acquire property, and secure employment, and is treated with respect in the business or commercial world,—I shall have the greatest faith in his working out his own destiny in our Southern States.

The science, the art, the literature, that fails to reach down and bring the humblest up to the enjoyment of the fullest blessings of our government, is weak, no matter how costly the buildings or apparatus used or how modern the methods of instruction employed.

There is no permanent safety for any of us or for our institutions except in the enlightenment of the whole people, except in continuing to educate until people everywhere be too big to be little, too broad to be narrow, be too high to stoop to littleness and meanness.

The greatness of a nation in the future will be measured not by the vessels that it floats, but by the number of schools and churches and useful industries that it keeps in existence. It will be measured not by the number of men killed, but by the number of men saved and lifted up.

How I wish that from the most cultured and highly endowed university in the great North to the humblest log cabin school-house in Alabama, we could burn, as it were,

QUOTATIONS

into the hearts and heads of all, that usefulness, that service to our brother, is the supreme end of education.

Too often the educational value of doing well what is done, however little, is overlooked. One thing well done prepares the mind to do the next thing better. Not how much, but how well, should be the motto. One problem thoroughly understood is of more value than a score poorly mastered.

In proportion as the Negro can convince the southern white man that by reason of education he can perform in the best manner the services of head and heart which the community desires, in the same proportion will that lasting friendship between the races which is so vital, be strengthened.

There is in the heads of the Negro youth of the South enough general and floating knowledge of chemistry, of botany, of zoology, of geology, of mechanics, of electricity, of mathematics, to reconstruct and develop a large part of the agricultural, mechanical, and domestic life of the race. But how much of it is brought to a focus along lines of practical work?

One language well learned is of more value than six of which we only have a smattering. Show me a young man who is dabbling in all subjects and mastering none, and I will show you a man who will go floundering through life without purpose, without business, without stability, without top or bottom, now here, now there, a complete and disgraceful failure everywhere.

There never was a time in the history of the country when those interested in education should more earnestly consider to what extent the mere acquiring of the ability to create and write, the mere acquisition of a knowledge of literature and science, makes men producers, lovers of

QUOTATIONS

labour, independent, honest, unselfish, and above all good. Call education by what name you please, if it fails to bring about these results among the masses, it falls short of its highest end.

We must not be deceived by the mere fact a person can read or write. Unless he has received that broader training which enables him to know the object of education, the uses of education; unless he receives that broader training which will make him realize that book education is useless without character, without industry, without the saving habit, without the willingness to contribute his part toward law and order and the highest and best in the community, his mere book education will in many cases mean little or nothing.

It is good to be permitted to live in an age when great, serious and perplexing problems are to be solved. It is good to live in an age when unfortunate and backward races are to be helped, when great and fundamental questions are to be met and solved. For my part, I would find no interest in living in an age where there were no weak members of the human family to be helped, no wrongs to be righted. Men grow strong in proportion as they reach down to help others up. The further down they reach in the assisting and encouraging of backward and unpopular races, the greater strength they gather.

Happily the world has at last reached the point where it no longer feels that in order for a person to be a great scholar, he has got to read a number of text books, that he has got to master a certain number of foreign languages, but the world has come to the conclusion that the person who has learned to use his mind whether it has come about through the use of a tool or through the use of any other implement—that the person who has mastered something, who understands what he is doing, who is master of himself

QUOTATIONS

in the classroom, out in the world, master of himself everywhere, that person is a scholar.

LABOR

Cast down your bucket where you are.

There is as much dignity in tilling a field as in writing a poem.

One should learn to do the common things in an uncommon way.

There is a marked difference between "Being Worked and Working."

Racial battles are to be won by marching forward, not by holding back.

Industrial education teaches the Negro how not to drudge in his work.

Nothing ever comes to one, that is worth having, except as a result of hard work.

The man who gets real happiness out of life is the fellow who is doing something.

The individual who leaves undone immediate duties because of bodily laziness is leaving happiness far behind.

Let us give the Negro so much skill and brains that he can cut oats like the white man, then he can compete with him.

I believe that when one can grow to the point where he loves his work, this gives him a kind of strength that is most valuable.

QUOTATIONS

It must be remembered that no individual of any race can contribute to the solution of any general problem until he has first worked out his own peculiar problem.

No person can enter industrial life without for a time, feeling some days of almost complete failure, but mistakes and weariness beget confidence and experiences.

Never get into a rut. You cannot afford to do a thing poorly. You are more injured in shirking your work or half-doing a job than the person for whom you are working.

One should make it a rule never to let his work drive him, but to so master it, and keep it in such complete control, and to keep so far ahead of it, that he will be the master instead of the servant.

The man who has learned to do something better than anyone else, has learned to do a common thing in an uncommon manner, is the man who has a power and influence that no adverse circumstances can take from him.

There is nothing so trying and discouraging to any man who has control of any business or who is responsible for anything, as to be surrounded by a number of persons who are continually giving excuses instead of service.

If in the providence of God the Negro got any good out of slavery, he got the habit of work. As is true of any race, we have a class about the bar rooms and street corner, but the rank and file of the Negro race works from year to year.

There is a physical and mental enjoyment that comes from the consciousness of being the absolute master of one's work in all its details, that is very satisfactory and inspiring. If one learns to follow this plan, he gets a freshness of body and vigour of mind out of work that goes a long way toward keeping him strong and healthy.

QUOTATIONS

Progress does not consist of anything tangible or physical so much as it consists in the change of spirit on the subject of labor, in the application of education to life, to things about us. There is little hope in this world or in the other world for any people until the people of this world have learned the disgrace of idleness and the dignity and beauty of all kinds of labor.

Education may be valuable or worthless. Gold may be valuable or worthless. Gold touching the markets of the world is valuable; a bushel of gold dollars in a boat in mid-ocean lying at the feet of a hungry man is worthless. Gold has got to touch something to impart real value to it. Education has got to touch something in the same way; has got to quicken something into life to be of value.

If you have work to do, think about it so constantly, investigate and read about it so thoroughly, that you will always be finding ways and means of improving that work. The average person going to work becomes a regular machine, never giving the matter of improving the methods of his work a thought. He is never at his work before the appointed time, and is sure to stop the minute the hour is up. The world is looking for the person who is thoughtful, who will say at the close of work hours: "Is there not something else I can do for you? Can I not stay a little later, and help you?"

CHARACTER

Character, not circumstances, makes the man.

In proportion as one renders service he becomes great.

One should keep his eye on the fundamental things of life.

Assistance given to the weak makes the one who gives it strong.

QUOTATIONS

It doesn't pay to be anything else but down right honest in heart.

The individual who is thinking of himself all the time lives in the mire.

No man's life is really complete until he owns a Bible that is part of himself.

Great men cultivate love, and only little men cherish the spirit of hatred.

Injustice cannot work harm upon the oppressed without injuring the oppressor.

The deeds which uplift or degrade human character measure the life of a nation.

The greatest thing you can learn is the lesson of brotherly love, of usefulness, and of charity.

It is only through struggle and surmounting difficulties that races, like individuals, are made strong, powerful and useful.

The man who allows himself to grow careless about sacred things yields to a temptation which is sure to drag him down.

The world is full of little people who through lack of wisdom and patience and perseverance merely add to the world's burdens.

A man cannot have moral character unless he has something to wear and something to eat three hundred and sixty five days in a year.

That person is the broadest, strongest, and most useful who sees something to love and admire in all races, no matter what their colour.

QUOTATIONS

Every man and every woman who is worthy to be respected and praised and recognized will be respected and praised and recognized.

In all things that are purely social we can be as separate as the fingers, yet one as the hand in all things essential to mutual progress.

I believe that in time, through the operation of intelligence and friendly race relations, all cheating at the ballot box in the South will cease.

He who lives outside the law is a slave. The free man is the man who lives within the law, whether that law be the physical or the divine.

If others would be little, we can be great; if others would be mean, we can be good. If others would push us down we can help push them up.

It often requires more courage to suffer in silence than to rebel, more courage not to strike back than to retaliate, more courage to be silent than to speak.

The man is unwise who does not cultivate in every manly way the friendship and good will of his next door neighbour, whether he be black or white.

There is no wealth in the mines or in the seas equal to that which is created by the growth and establishment in a people of habits of thrift and intelligent forethought.

Show me a man who is himself wealthy, and who is gentle and polite to the ignorant about him, and to the poor about him, and I will show you every time a true gentleman.

The test of a true lady or gentleman comes when that individual is brought in contact with some one who is con-

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QUOTATIONS

sidered beneath her or him, someone who is ignorant or poor.

Character is power. If you want to be powerful in the world, if you want to be strong, influential and useful, you can be so in no better way than by having a strong character.

One cannot hold another down in the ditch without staying down in the ditch with him—and in helping the man who is down to rise, the man who is up is freeing himself from a burden that would else drag him down. For the man who is down, there is always something to hope for, always something to be gained.

When a race is weak, almost discouraged, and defenseless, it requires neither courage nor evidences of statesmanship for any person to give it a kick or a thrust, but genuine courage and statesmanship are exhibited by standing up bravely though one stands alone, in defense of that which is in accordance with the eternal laws of right and truth.

The great thing for us as a race, is to conduct ourselves so as to become worthy of the privileges of an American citizen and these privileges will come. More important than receiving privileges is the matter of being worthy of them. Nobody likes to come in contact with a whinning individual and nobody likes to be connected with a whinning, despairing race.

In nine cases out of ten, the person who cultivates the habit of looking on the dark side of life is the little person, the miserable person, the one who is weak in heart, mind and purpose—on the other hand, the person who cultivates the habit of looking on the bright side of life, and who calls attention to the beautiful and encouraging things in life, is, in nine cases out of ten, the strong individual, the

QUOTATIONS

one to whom the world goes for intelligent advise and support.

There is one Christmas gift that any man can give to any other and that is, a little more genuine and little more kindly interest in his neighbor's troubles, whatever that neighbor may believe them to be. This kind of gift has the advantage that it will be received with just as much gratitude by a rich man from a poor man, by a white man from a black man, as by a poor man from a rich man, or a black man from a white man. Good will was the first Christmas gift and it is still the best.

LIVING

No individual should feel satisfied until he has a comfortable home.

The only thing worth living for is the lifting up of our fellow men.

As people become absorbed in their own affairs, they have less time to attend to everybody else's business.

The first requisite for making life effective for one's self or society is a sound body.

Lay hold of something that helps you, and then use it to help somebody else.

There are too many people in the world who give their whole lives grasping at the shadow instead of the substance.

The individual who puts the most into life is the one who gets the most out of life.

Every one's life is measured by the power that that individual has to make the world better—that is all life is.

QUOTATIONS

The foundation of every race must be laid in the common everyday occupations that are right about our door.

I can always envy the individual whose life work is so laid out that he can spend his evenings at home.

As I now look back over my life, I do not recall that I ever became discouraged over anything I set out to accomplish.

It is the wise individual who makes up his mind that life is not going to be all sunshine, that all is not going to be perpetual pleasure.

All industrial operations and material progress should be used not as ends but as means of making life more comfortable, more useful and more beautiful.

A man is free just in proportion as he learns to live within God's laws, and he makes grievous mistakes and serious blunders the moment he departs from these laws.

Books with all their contents, are not an end, but a means to an end, a means to help us get the highest, the best, the purest and the most beautiful things out of life.

We must learn to realize that out of contact with difficulties we get a strength and confidence which we can secure in no other manner.

The highest test of the civilization of any race is in its willingness to extend a helping hand to the less fortunate. A race, like an individual, lifts itself up by lifting others up.

He who goes into the battle of life giving a smile for every frown, a cheery word for every cross one, and lending a helping hand to the unfortunate, is after all the best of missionaries.

QUOTATIONS

The more you do to make someone else happy, the more happiness will you receive in return. If you want to be happy, if you want to live a life of genuine pleasure, do something for somebody else.

The persons who live constantly in a fault-finding atmosphere, who see only the dark side of life, become negative characters. They are the people who never go forward. They never suggest a line of activity.

The individual who has the privilege of living on the farm and coming in contact with the earth and grass and trees and real things is the individual who, provided he has an eye to see and an ear to hear, is most to be envied.

There is no state, there is no municipality, there is no power on earth, that can neutralize the influence of high, pure, simple and useful life. Every individual who learns to live such a life will find an opportunity to make his influence felt.

When any people, regardless of race or geographical location, have not been trained to habits of industry, have not been given skill of hand in youth and taught to love labor, a direct result is the breeding of a worthless, idle class, which spends a great deal of its time in trying to live by its wits.

I believe that any man's life will be filled with constant unexpected encouragements if he makes up his mind to do his level best each day of his life—that is, tries to make each day as nearly as possible the highest mark of pure, unselfish, useful living.

It is good to be permitted to live in an age when great, serious and perplexing problems are to be met and solved. For my part I would not care to live in an age when there was no weak part of the human family to be helped up and

QUOTATIONS

no wrongs to be righted. Through these means are great men and races produced.

No race can succeed permanently that is always moving from place to place. The individual must choose whether he will live in the city or in the country, but wherever he decides to make his home, let him stay there and grow with the growth of that community and have a definite part in its development.

I believe that every day is a day of judgment, that we reap our rewards daily, and that whenever we sin we are punished by mental and physical anxiety and by a weakened character that separates us from God. Every day is, I take it, a day of judgment, and as we learn God's laws and grow into his likeness we shall find ourselves, in this world, a life of usefulness and honor.

OPPORTUNITY

There is no escape through law, man, or God from the inevitable.

We should not permit our grievances to overshadow our opportunities.

The way to open opportunities of education for every one, is to teach things everyone needs to know.

It is at the bottom of life that we must begin and not at the top; nor should we permit our grievances to overshadow our opportunities.

I pity the man, black or white who has never experienced the joy and satisfaction that comes to one by reason of an effort to assist in making some one else more useful and happier.

QUOTATIONS

Judged purely from an economic or industrial standpoint, the education of the Negro is paying and will pay more largely in the future in proportion as educational opportunities are increased.

Opportunities never come a second time, nor do they abide our leisure. (The years come to us but once, and swiftly pass on, bearing the ineffaceable record we put upon them). If we make them beautiful years, we must do it moment by moment as they glide before us.

SUCCESS

Any institution runs a great risk when it begins to grow.

Matters of sentiment disappear when placed side by side of desire for cold cash.

A bank account large, or small, helps to establish the family credit in a community.

Progress must be the result of severe and constant struggle rather than artificial forcing.

The world needs men, be they black or white, who can rise on successive failures to useful citizenship.

A race of people is a success just in proportion as that race is able to plan today for a hundred years to come.

Every individual or race that has succeeded has done so only by paying the price which success demands.

The Negro should have the most thorough, mental and religious training; for without it no race can succeed.

A man's position in life is not measured by the heights which he has attained, but by the depths from which he has come.

QUOTATIONS

Success in life is founded upon attention to the small things nearest to us rather than the things that are remote and uncommon.

No individual can long succeed unless he keep in mind the important elements of cleanliness, promptness, system, honesty and progressiveness.

We shall make our greatest progress by keeping our feet on the earth, and by remembering that an inch of progress is worth a yard of complaint.

No man who continues to add something to the material, intellectual and moral well-being of the place in which he lives is long left without proper award.

In order to be successful in any kind of undertaking one should grow to the point where he completely forgets himself; that is, to lose himself in a great cause.

I have learned that success is to be measured not so much by the position that one has reached in life, as by the obstacles which he has overcome while trying to succeed.

In the final test, the success of our race will be in proportion to the service that it renders to the world. In the long run the badge of service is the badge of sovereignty.

The virtues of foresight and thrift and frugality, brought bravely to the front, will bring large material possessions which if properly used will refine and enrich life.

If we are going to succeed we must pay the price for what we get; and he who accomplishes the most, accomplishes it in an humble and straightforward way, by sticking to what he has undertaken.

The bed rock upon which every individual rests his chances of success in life is securing the friendship, the

QUOTATIONS

confidence, the respect of his next door neighbor of the little community in which he lives.

We shall continue to prosper in proportion as each individual proves his usefulness in the community, as each individual makes himself such a pillar in property and character that his community will feel that he cannot be spared.

My experience has taught me that the surest way to success in education, and in any other line for that matter, is to stick close to the common and familiar things that concern the greater part of the people the greater part of the time.

The individual that owns the property, pays the taxes, possesses the intelligence and substantial character, is the one who is going to exercise the greatest control in government, whether he lives in the North or whether he lives in the South.

We shall succeed not by abstract discussion, not by depending upon making empty demands, not by abuse of some other individual or race, but we will succeed by actually demonstrating to the world that we can perform the service which the world needs, as well or better than anyone else.

Every person who has grown to any degree of usefulness, every person who has grown to distinction, almost without exception has been a person who has risen by overcoming obstacles, by removing difficulties, by resolving that when he met discouragement he would not give up.

In the economy of God there is but one standard by which an individual can succeed; there is but one for a race. This country demands that every race shall measure itself by the American standard. By it a race must rise or fall; succeed or fail; and in the last analysis mere sentiment counts for little.

QUOTATIONS

It requires little wisdom or statesmanship to repress, to crush out, to retard the hopes and aspirations of a people; but the highest and most profound statesmanship is shown in guiding and stimulating a people so that every fibre in body, mind, and soul shall be made to contribute in the highest degree to the usefulness of the state.

The happy people and the successful people are those who go out of their way to reach and influence for good as many persons as they can. In order to do this, though, in order best to fit one's self to live this kind of life, it is important that certain habits be acquired; and an essential one of these is the habit of realizing one's responsibility to others.

An individual cannot succeed unless he has about him a certain amount of pride—enough pride to make him aspire to the highest and best things in life. An individual cannot succeed unless that individual has a great amount of faith in himself. On the other hand, the individual who goes to an undertaking, feeling that he can succeed, is the individual who in nine cases out of ten does succeed.

Success will finally come, by your learning to exercise that patience, self-control, and courage which will make us begin at the bottom and lay the foundation of our growth in the ownership and skillful cultivation of the soil, the possession of a bank account, the exercise of thrift and skill, and the application of the highest culture of hand, head, and heart to the things which the times need have done.

REWARD

Freedom cannot be given; it must be purchased.

Remember, one cannot expect to get something for nothing.

QUOTATIONS

I believe that every day is a day of judgment, that we reap our rewards daily.

Injustice cannot work harm upon the oppressed without injuring the oppressor.

No matter how cheap an article is, it is not a bargain unless you have use for it.

The individual who puts the most into life is the one who gets the most out of life.

The happiest individuals are those who do most to make others useful and happy.

The race that goes quietly and contentedly on achieving day by day will reap its reward.

No man who has the privilege of rendering a service to his fellows ever makes a sacrifice.

I believe every effort we are obliged to make to overcome obstacles will give us strength.

No race that has anything to sell to the markets of the world is long in any degree ostracized.

We should know our weakness as well as our strength if we would attain to the best in our civilization.

The individual who does slipshod work at school is more than likely to lack direction in his subsequent career.

You will find that by every effort you make to overcome difficulties you are growing in strength and confidence.

The individual who can do something that the world wants done, will in the end, make his way regardless of his race.

QUOTATIONS

It is the quiet, unseen giving, which never reaches the ear of the world, that makes possible the existence of the best things of the world.

No race or individual that makes itself permanently felt in the building up of a country, is long left without proper recognition or reward.

There is something in human nature that we cannot blot out, which makes one man, in the end, recognize and reward merit in another, regardless of colour or race.

The miserable persons in this world are the ones whose hearts are narrow and hard; the happy ones are those who have great big hearts. Such persons are always happy.

The virtues of foresight and thrift and frugality, brought bravely to the front, will bring large material possessions which if properly used will refine and enrich life.

When you feel unhappy, disagreeable and miserable, go to someone else who is miserable and do that person an act of kindness and you will find that you will be made happy.

A nation cannot teach its youths to think in terms of destruction and oppression without brutalizing and blunting the tender conscience and sense of justice of the youths of that country.

There are definite rewards coming to the individual or the race that overcomes obstacles and succeeds in spite of seemingly insurmountable difficulties. The palms of victory are not for the race that merely complains and frets and rails.

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STATEMENT AND QUOTATIONS

from

THE MONUMENT *of* Booker T. Washington

He lifted the veil of ignorance from his people and pointed the way to progress through education and industry.

"We shall prosper in proportion as we learn to glorify and dignify labor and put brains and skill into the common occupations of life."

✓ "I will allow no man to drag me down so low as to make me hate him."

"There is no defense or security for any of us except in the highest intelligence and development of all."