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LEARN FROM MISTAKES.

A common saying is that a man can learn more from his mistakes than from his successes and can also learn a great deal from the mistakes of others. At the Institute a man has plenty of choice to learn from his own mistakes if he so chooses. It is less easy to learn from the mistakes of others. In some cases men are encouraged to follow the work of their classmates.

If all the mistakes are given not just to the students who make them but to the students who see them, then perhaps they may be able to learn from each other. It would be better if they could learn from each other than if they had to learn from their own mistakes. In that way they could learn a great deal more than they would if they had to learn from their own mistakes only.

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I have already convinced over a million men that a daily home shave with my razor is a habit that every self-respecting man should acquire. I have taught that the Gillette way is the only way to have safe and clean razor, —to maintain an unruined disposition and to be sure of perfect hygiene shaving conditions.

My razor is increasing in popularity every day, because it is absolutely dependable —there is no shaving to do no stroping —no hoarding —and it goes as light as an envelope as you may wish, without danger of cutting or scratching.

I am growing now, concluded every day, that while there may be room for argument as to whether or not they are, there is no doubt about the Razor. There is but one thing certain —no man can go by it.

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