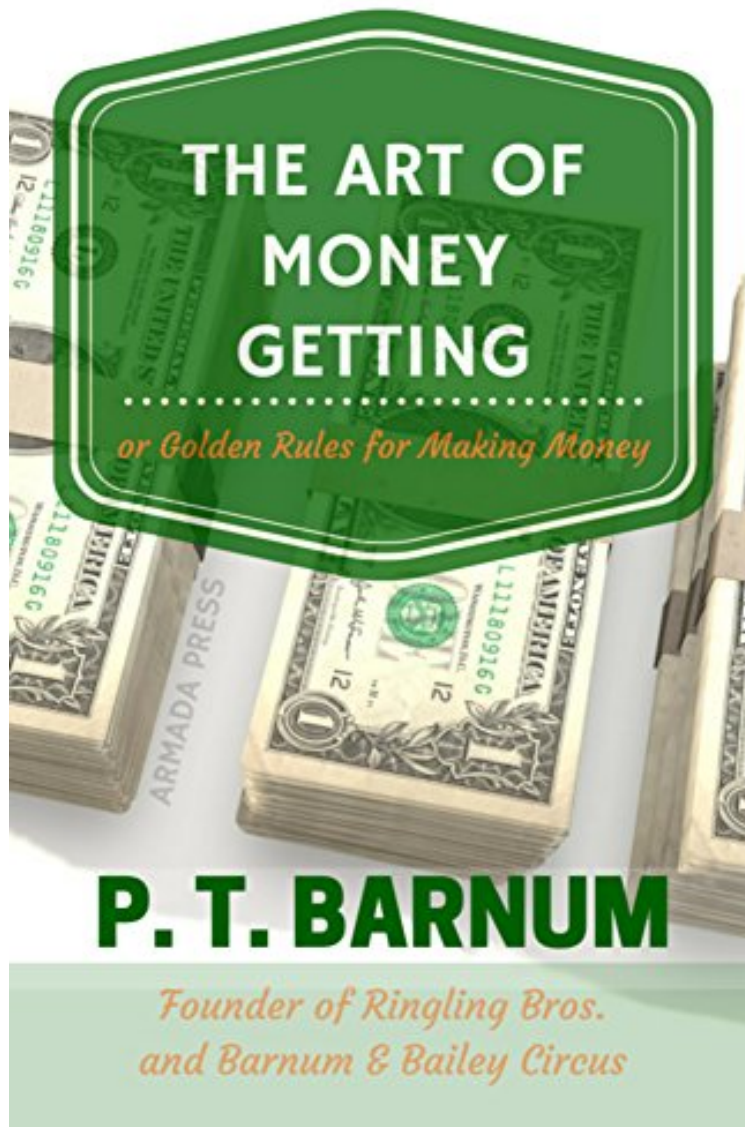


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The Art of Money Getting

P.t. Barnum

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P.t. Barnum : The Art of Money Getting before purchasing it in order to gage whether or not it would be worth my time, and all praised The Art of Money Getting:

1 of 1 people found the following review helpful. A Classic on Business Personal FinanceBy Amzon ReviewIn the Art of Money Getting, originally published in 1880, P.T. Barnum offers readers practical advise on business and personal finance that his highly applicable in today's world. As I read, I couldn't stop thinking about the parallels between how most people in the 1800's thought about money and how most people today think about money. A highly relevant text.This is the nicest print edition of this classic work I could find on .3 of 3 people found the following review

helpful. Tips that you can live by todayBy Christopher J. CowenThe financial advice that PT Barnum gives is as timely as it was back in his day. Mr. Barnum talks about the idea of saving and spending on things that have true meaning in your life, what could be truer today.0 of 0 people found the following review helpful. Perfect business and personal finance primer!By tinhornAmid all the glitzy new business ideas and concepts, this book stands out for its focus on the basics. Barnum and Franklin were both successful entrepreneurs - what an opportunity to learn what they considered to be essential for their success.Barnum's advice is directed largely to entrepreneurial endeavors. Franklin's focus is personal finance. A perfect combination - I'm giving this book to my kid!

This book published in 1880 provides valuable lessons on how to get and keep Money, building a wealth future for oneself and his/her Family. We all know PT Barnum for this circus. In fact, Phineas Taylor Barnum (born in Bethel, Connecticut, USA, on July 5, 1810) is best known by being one of the founders of the Barnum Bailey Circus, which, in 1919, merged with the Ringling Brothers Circus, creating the Ringling Bros. and Barnum Bailey Circus, a company that markets itself as The Greatest Show on Earth.He a businessman most active in the sector of entertainment, but he has been also an author, a publisher, a philanthropist and a politician. This book shares some insight on his thinking, presenting his philosophy of life, work, wealth and society. It provides a good advice, perhaps not new for yourself, but interesting and valuable in many ways. The book is over 100 years old and it still applies today. At the age of 19, Barnum married Charity Hallett. In his early twenties, he was busy with a general store, a book auctioning trade, real estate speculation, and a statewide lottery network. He also became active in local politics and positioned himself against laws that sought to restrict gambling and travel. Barnum started a weekly paper in 1829, The Herald of Freedom, in Danbury, Connecticut. In 1834, the state banned lotteries, cutting off his main income, and then Barnum moved to New York City.There he entered on the Show Business with a variety troupe called "Barnum's Grand Scientific and Musical Theater". One of his exhibitions consisted of a blind and paralyzed slave woman, Joice Heth, who he claimed to have been George Washington's nurse and to be over 160 years old. Later on, he purchased the Scudder's American Museum, located at Ann Street with Broadway, and renamed it as Barnum's American Museum, where the presented the public with attractions such as the Feejee mermaid (a creature with the head of a monkey and the tail of a fish). Other attraction was the dwarf General Tom Thumb (The Smallest Person that ever Walked Alone"), which was actually Charles Stratton, a four-year old boy that was stated to be 11 and could be taught to make impressions, drinking wine and smoking cigars.As a Republican politician, he served for two legislatures in Connecticut. He unsuccessfully ran for the United States Congress in 1867. In 1875, he was elected as Mayor of Bridgeport, Connecticut. Barnum wrote several books, including Life of P.T. Barnum (1854), The Humbugs of the World (1865), Struggles and Triumphs (1869) and The Art of Money-Getting (1880). He probably believed that the mass publication of his autobiography was a great method of self-promotion, something in which he was a master.

About the AuthorJohn Milton (1608-1674) was an English poet, polemicist, and civil servant for the Commonwealth of England. He is best known for his epic poem Paradise Lost. He was a scholarly man of letters, a polemical writer, and an official serving under Oliver Cromwell. He wrote at a time of religious flux and political upheaval in England, and his poetry and prose reflect deep convictions and deal with contemporary issues, such as his treatise condemning licensing, Areopagitica. As well as English, he wrote in Latin and Italian, and had an international reputation during his lifetime. After his death, Milton's critical reception oscillated, a state of affairs that continued through the centuries. At an early stage he became the subject of partisan biographies, such as that of John Toland from the nonconformist perspective, and a hostile account by Anthony Atilde;nbsp; Wood. Samuel Johnson wrote unfavourably of his politics as those of "an acrimonious and surly republican"; but praised Paradise Lost "a poem which, considered with respect to design may claim the first place, and with respect to performance, the second, among the productions of the human mind". William Hayley's 1796 biography called him the "greatest English author". He remains generally regarded "as one of the preeminent writers in the English language and as a thinker of world importance."Excerpt. copy; Reprinted by permission. All rights reserved.In the United States, where we have more land than people, it is not at all difficult for persons in good health to make money. In this comparatively new field there are so many avenues of success open, so many vocations which are not crowded, that any person of either sex who is willing to engage in any respectable occupation that offers, may find lucrative employment. Those who really desire to attain an independence, have only to set their minds upon it and adopt the proper means, as they do in regard to any other object which they wish to accomplish, and the thing is easily done. But however easy it may be found to make money, I have no doubt many of my hearers will agree it is the most difficult thing in the world to keep it. The road to wealth is, as Dr. Franklin truly says, "as plain as the road to the mill." It consists simply in expending less than we earn; that seems to be a very simple problem. Mr. Micawber, one of those happy creations of the genial Dickens, puts the case in a strong light when he says that to have annual income of twenty pounds, and spend twenty pounds and sixpence, is to be the most miserable of men; whereas, to have an income of only twenty pounds, and spend but nineteen pounds and sixpence is to be the happiest of mortals. Many of my readers may say, "We understand this; this is economy, and we know economy is wealth; we know we can't eat our cake and keep it also." Yet I beg to say that perhaps more cases of

failure arise from mistakes on this point than almost any other. The fact is, many people think they understand economy when they really do not. True economy is misapprehended, and people go through life without properly comprehending what that principle is. One says, "I have an income of so much, and here is my neighbor who has the same; yet every year he gets something ahead and I fall short; why is it? I know all about economy." He thinks he does, but he does not. There are men who think that economy consists of saving cheese-parings and candle-ends, of cutting off two pence from the laundress' bill and doing all sorts of little, mean, dirty things. Economy is not meanness. The misfortune is, also, that this class of persons let their economy apply in only one direction. They fancy they are so wonderfully economical in saving a half-penny where they ought to spend two pence that they think they can afford to squander in other directions. A few years ago, before kerosene oil was discovered, one might stop overnight at almost any farmer's house in the agricultural districts and get a very good supper, but after supper he might attempt to read in the sitting-room, and would find it impossible with the inefficient light of one candle. The hostess, seeing his dilemma, would say: "It is rather difficult to read here evenings; the proverb says 'you must have a ship at sea in order to be able to burn two candles at once'; we never have an extra candle except on extra occasions." These extra occasions occur, perhaps, twice a year. In this way the good woman saves five, six, or ten dollars in that time: but the information which might be derived from having the extra light would, of course, far outweigh a ton of candles. But the trouble does not end here. Feeling that she is so economical in tallow candles, she thinks she can afford to go frequently to the village and spend twenty or thirty dollars for ribbons and furbelows, many of which are not necessary. This false economy may frequently be seen in men of business, and in those instances it often runs to writing-paper. You find good business men who save all the old envelopes, and scraps, and would not tear a new sheet of paper, if they could avoid it, for the world. This is all very well; they may in this way save five or ten dollars a year, but being so economical (only in note paper), they think they can afford to waste time; to have expensive parties, and to drive their carriages. This is an illustration of Dr. Franklin's "saving at the spigot and wasting at the bung-hole;" "penny wise and pound foolish." Punch, in speaking of this "one idea" class of people says "they are like the man who bought a penny herring for his family's dinner and then hired a coach and four to take it home." I never knew a man to succeed by practicing this kind of economy.