

U. S. DEPARTMENT OF LABOR
IMMIGRATION SERVICE
DISTRICT No. 22

IN ANSWERING REFER TO

No. 3000/69

OFFICE OF DISTRICT DIRECTOR
HICKS BUILDING
SAN ANTONIO, TEXAS

Mar. 1, 1928.

Commissioner General of Immigration,
Washington, D. C.

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Transmitted herewith is a copy of "Forty Suggestions
to Guide and Assist New and Old Patrol Inspectors", these suggestions
were mimeographed and each employee in this District furnished with
one. While the suggestions were compiled for the special benefit of
new Patrol Inspectors it is believed they will be of material benefit
to all employees of this District.

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MAR 8 1928

Wm. A. Whalen

Wm. A. Whalen,
District Director.

Incl. 24718.

File

Mr Harris

Forty Suggestions to Guide and Assist New and Old Patrol Inspectors.

1. Don't try to reorganize the Border Patrol Service until after you have served your probation.
2. Give so much time to your own improvement that you have no time to criticize.
3. Think well of the Border Patrol and proclaim it to the world, not in loud words, but in great deeds.
4. To live the faith that the Border Patrol is on your side so long as you are true to the best that is in you.
5. Say I WILL and stick to it.
6. Be an engine and not a caboose.
7. Don't condemn before you investigate.
8. Remember, broken bones are hard to heal and cause many pains.
9. It is said that it requires 66 muscles to FROWN and 17 to SMILE, save the difference.
10. Some Patrol Inspectors are like row boats, they have to be pulled wherever they go. Others are like sail-boats. if the winds blow East they go East. Others are like power-boats, who drive against the wind, BE A POWER BOAT.
11. If you never do any more than you are paid to do, YOU WILL NEVER GET PAID FOR ANY MORE THAN YOU DO.
12. You may succeed when others have lost faith in you, but you will never succeed if you lose faith in yourself.
13. It ain't the individual or the Border Patrol as a whole, but it is the everlasting team work of every blooming Patrol Inspector that counts.
14. Success does not depend upon the amount of ability you possess, but how you use it.
15. A quitter never wins, and a winner never quits.
16. Do what you are paid to do and then some, it is the THEN SOME THAT COUNTS.
17. To get things coming your way, it is first necessary to go after them.
18. Give the Border Patrol the best you have in you and the best will come back to you.
19. The Border Patrol is always looking for men to do things that have not been done.
20. The secret of happiness and success is not doing what you like, but in liking what you do.
21. All things come to the OTHER FELLOW - that is, if you sit down and wait.

22. The Patrol Inspector who tries three times and fails is much stronger than the Patrol Inspector that failed because he never tried.
23. Dreams never come true unless you wake up and hustle.
24. Remember there are just three sides to every question that comes up in this service, your side, the other side, and the right side.
25. The Border Patrol is like a CAFETERIA - There are no waiters to bring success to you, so HELP YOUR SELF.
26. During your probation and also afterwards, no one but yourself can put you down and out. Your job is as big as you make it, so help your self.
27. If Patrol Inspectors were 100% talk, a phonograph would be the service's best Patrol Inspector. Remember if you are out of tune, you will always be heard.
28. Avoid suspicion. When you are walking thru your neighbor's melon patch never tie your shoe.
29. Remember, a cow will not back up to be milked, you have to go after her.
50. Getting information is like courting a girl, you must offer her the right kind of goods and keep on calling.
51. If truth doesn't sell your good, don't sell them.
52. Never let the same bee sting you twice.
53. The man that watches the clock, will be a clock hand and not a Patrol Inspector.
54. Theodore Roosevelt said: "When you play, play hard, and when you work don't play at all.
55. Do every job so that you are glad to say "That's a piece of my WORK".
56. If you can't do great things, do small things in a great way.
57. Always treat your brother Patrol Inspectors just as you would like to be treated yourself.
58. Don't gossip. Gossip is the meanest word in the English language - just a little idle gossip has been known to ruin a good man's character, has caused runs on banks, and has caused more misery and trouble in this world than any other one thing - so never gossip.
59. REMEMBER: The man at the wheel knows when the spokes are loose.
40. Also REMEMBER: That Capacity never lacks for opportunity.