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VOSE A fine sample of this well known Boston firm. Full Compass. Carved Legs. Excellent tone and action. Original price \$525. Our special sale price **\$115.00**

HAINES N. Y. This instrument affords a splendid opportunity to secure a piano thoroughly first class in tone and mechanism at an absurdly low price. Sold originally for \$550. Is now offered for **\$125.00**

SPECIAL CONDITIONS

TERMS. On any of the above instruments ten dollars cash, the balance five dollars monthly. 10 per cent discount for cash. A good stool sent with each instrument. No charge for boxing and placing on board the car at Winnipeg.

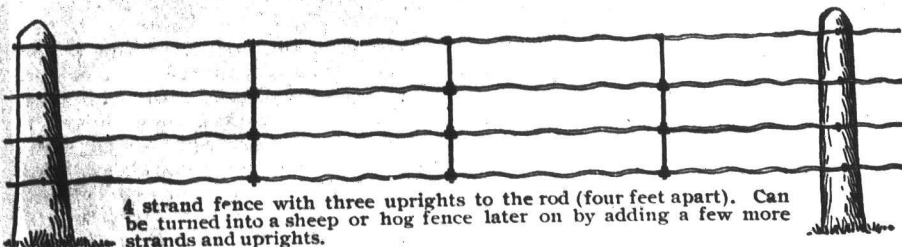
When writing give a second or even a third choice, as others may have ordered your choice before we receive your letter.

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The Man Who is Beginning Work.

Written for the Western Home Monthly.

Everywhere the student and philosopher has had to recognize that an interference with any of the basic laws of nature involves the experimental man in more or less troublesome consequences. When a thoughtful parent anticipates his obligations and duties by writing, "What should I do with my boy?" or when the unthinking and unconcerned leaves it at last for the boy to make his own inquiry, "What shall I turn my hand to in the world's work?" it is easy to read in these questionings an indication of what a tempered civilization has brought about.

Nature, in her garb of kind cruelty, would have left no such question to young or old. "What can I take and hold?" would have been the question which the untried would ask only of himself. His would have been an aggressive position in the beginning, turning to the defensive as he gained place, yet aggressive still. Under twentieth century conditions, however actively aggressive the untried man may be, his condition is passive in nearly every aspect. If not passive, why this inquiry of a correspondent signing himself "Young Man"?

"Do you think a young man should begin as office boy if he has had a high school or college education? Or should he look for the biggest salary he can get from the best job possible at the start?"

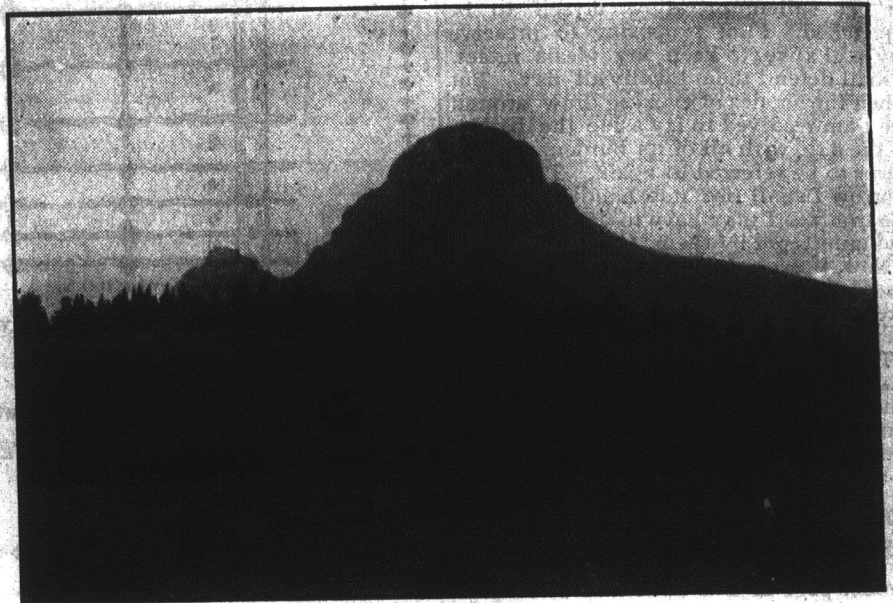
"What will they let me have?" is the attitude of this young man. In a general

such force measures as are yet left to his exercise in community life. Shall he take the place—if he can get it?

Here is the individual again—the individual with his individual capabilities and measurements, which no community interest is likely to modify in his especial favor. Rather than this, community interest may militate against him; there will be others to take the place if he shall refuse, or shall be unable to qualify as a beginner. Merely the position of an office boy is there, somewhere, if the young man is humble enough to take it.

What is this opportunity which may open to you if you shall accept the office boy's position? Is the one question to be decided for this particular young man, whose case, after all, is typical of thousands of others.

It must be admitted that any man beginning the business world as an office boy assumes the entailing handicap of the position. If he be of the mettle to take the insignificant place, however, there are indications at once of his reserve force that will be necessary against the handicap. That young man of high school or college attainments who, in sober, hard earnest, can undertake soberly and in earnest the work of the office boy is one to inspire an employer. It is only that this young man, out of an academic, class rush spirit, may work himself into an ecstasy of anticipation which the hard



CROW'S NEST MOUNTAIN.

way he recognizes that he may have just two propositions made him on the general principles of artificial business. One of these may be a position which, having no future, will pay him the maximum price for his time and untried efforts. The other is the position which, having the maximum of opportunity, offers the minimum of price by reason of the fact.

"Which shall I take—provided I can get a chance at both?" is the interpreted question of my correspondent. Opportunity in life thus far has become the grudging concessionist to the young man who, by an abrogation of a harsh natural law, merges his individuality into the fabric of an artificial community existence. He has no inherent right of natural selection by physical force. He could not go into an office, whip the manager, throw a weakling clerk out of the window, and take that clerk's desk. Yet there is no other way of forcing a recognition of untried powers. His Opportunity, who may be cynical, a little blasé, and always business tired simply looks him over, and too often decides, on a basis of indigestion only, that the applicant will not do. And here is my correspondent's dilemma.

This young man wishes to know broadly whether he would better take a manual job at more money than will be offered in a brainy job with wider opportunity. Well grounded in English branches in high school or college, he does not like the thought of working as office boy for an office boy's compensation. But, with an office boy's footing in the managing headquarters of a business, he feels that he may gain a piece from which to use

knocks of reality in the position will not allow him to hold.

To-day there are young men who successfully may hitch their ambitions to a janitorship in a skyscraper as the means to a general managership of the greatest institution finding headquarters in the building. There are thousands of others who might enter a position high in this general office, finally to be discharged from a position of assistant janitor of the building itself. Yet it may be slower and harder for the one to descend than it is for the other to rise! Don't make any mistake about this anomalous situation in the business world of to-day. Don't worry about it, either, for it is a condition. Years ago I was told by a man who ought to know that the president of a certain great bank was given a position in the cabinet of the United States only that the influential bank might have a new president.

Don't begin as an office boy if you can help it. Certainly, as a general proposition, leave the place where you took the position just as soon as you see the first opportunity to turn your experience into account somewhere else. Don't forget that in becoming an office boy you accepted the place as giving you a compelling measure of force. Your force measure will be your experience and record in this place of beginning. And that force will be less impelling in the place where you got it than it will be in any other field of after endeavor. Go to another market with it. Find that market a thousand miles away if you can; make it 2,000 miles if you think you may need a better one!