

the man of refined tastes, and whose every word and action is filled with harmony, is sought after by the choicest and best in the land.

But if we are to come from the general to the particular, we must take ourselves to the operating-room, and follow the dentist as he is receiving, day after day, his ever-changing classes of patients, for here, if at any place, the man's true professional spirit is brought to the surface. In his every dealing with his patient the dentist should never for a moment lose sight of his self-respect. There should ever be beneath the surface that quiet dignity of manner and unruffled temper which are ever indicative of the true gentleman. You may be assured your patients will not be slow in appreciating your worth in this particular and deporting themselves towards you accordingly.

Again, closely allied with what I have just said, and of no less importance, is the professional spirit generally displayed by the dentist in the discharge of his daily duties. Right here, I believe, is our great vantage ground in gaining the confidence and professional respect of our patients; and right here is the point where the patient can and must be educated to a proper appreciation of the standing of the dentist among the professional men of the world. To realize how this educating process is being carried forward or retarded by the different members of our profession we have but to look to the general department of the various patients who for the first time come to us for treatment from the different parts of the city or Province. They have come from different offices, from different operators, from men ranging in professionalism from the lowest-bred quack to the ideal professional spirit. And how long does it take the patient to reveal to any of us by her every word and action the professional calibre of her last regular dentist?

You meet now the distrustful patient, who appears to have not the slightest confidence in your advice for the preservation of her teeth, and when told that certain molars and bicuspids need immediate attention, will not be convinced till mirrors are produced and the cavities seen with her own eyes—a sure indication that her last dentist had not succeeded in gaining her confidence. What is the remedy? Here, I think, it is: man before method. Differently constituted patients need different treatment; but, in general, I think it is better to quietly impress on the patient the fact that such is the condition then existing that such and such remedial operations are necessary, but she, as the patient, is at full liberty to decide whether the teeth are to be preserved or not.

Again, we all occasionally meet the *dictating* patient—the one who knows all about it, and who only looks on the dentist as a mere mechanical assistant, whose every operation must be under her direct supervision. How are we to treat such a patient? Cer-