

on the patient's mind that the dentist cannot be doing a good business, and lacks patronage for want of skill.

Having now considered a few of the important qualifications and defects, the surroundings, both good and bad, that are to be observed in the general conduct of a dental practise, some words may be added on the management applied to individuals of differing age and sex.

Children are perhaps of all the most difficult patients to deal with, as their fear of the unknown and ignorance of the benefits to be derived in the future from the sufferings of the present, lead them to suppose that the pain inflicted is an unnecessary trial grievous to be borne. And an explanation and argument are beyond their mental range, it is only by firmness and great tact that the operator can make them submit to the sufferings they so resent. By raising such bogies as a life embittered by the horrors of dyspepsia, or the unhappiness resultant from a consciousness of an unsightly irregularity (which as years increase may be made the subject of ridicule), it is possible in some cases to influence the young. Promises of rides in the chair or a present of sweetmeats for "being good" may have the desired effect on children of a more sordid temperament.

Cases, however, there are with which only sternness of the most autocratic type will avail anything, but this course, resented alike by mothers and children, is most inadvisable except as a last resort.

The method *par excellence* is to gain the child's affection, and make him trust you. You have doubtless read, and with me admired, the unswerving faith that Porthos possessed in his friends. Have you not observed that its great attractiveness is that it is the ignorant trust of a child rather than the discerning confidence of a calculating man?

But while we make use of this trust for the child's own good, let us beware never to abuse it, for he who robs a child of one atom of his faith in human nature commits a crime more reprehensible than many severely punished by the law.

In dealing with male patients we should remember that to many, however wealthy, "time is money" just as much as it is to us, and too much attention cannot be given to the importance of punctuality if we desire to become successful practitioners.

The ten minutes or so which we carelessly let slip at the commencement of the day is never regained, but rather, like a snowball, gains in size as the hours pass by.

Punctuality may be formed into a habit by constant watchfulness, and by exercising it on our hospital patients we may lay the foundation of an attribute which in after life will prove invaluable.

Nor should we become so entirely absorbed in our profession as to take little more than a passing interest in the outside world. If a man endeavor to converse on a subject he does not understand,