

What do you want to know for?

And I will lay you ten to one that after you have answered the questions, and explained how to find the information, and why you want it, the clerk will go off and get one of the other clerks to help him try to find Garcia—and then come back and tell you there is no such man. Of course I may lose my bet. but according to the Law of Average, I will not.

Now if you are wise you will not bother to explain to your "assistant" that Correggio is indexed under the C's not in the K's, but you will smile sweetly and say, "Never mind," and go look it up yourself.

And this incapacity for independent action, this moral stupidity, this infirmity of the will, this unwillingness to cheerfully catch hold and lift, are the things that put pure Socialism so far into the future. If men will not act for themselves, what will they do when the benefit of their effort is for all?"

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"My heart goes out to the man who does his work when the "boss" is away as well as when he is at home. And the man who, when given a letter for Garcia, quietly takes the missive without asking any idiotic questions, and with no lurking intention of chucking it into the nearest sewer, or of doing aught else but deliver it, never gets "laid off," nor has to go on a strike for higher wages. Civilization is one long anxious search for just such individuals. Anything such a man asks shall be granted; his kind is so rare that no employer can afford to let him go. He is wanted in every city, town, and village—in every office, shop, store and factory. The world cries out for such: he is needed, and needed badly—the man who can carry a message to Garcia."

Visitor—Good morning, my boy, can I see the donkey that is advertised for sale? Boy calls upstairs, "Father your wanted."

## No Investment as Safe.

There is no investment as safe as sound life assurance, says the London Insurance Journal. It calls only for a small yearly outlay, whereas all other investments call for the output of large sums of money. It also differs from all other investments in this particular, that when death comes to the holder of any other security, that investment is apt to depreciate, and instead of paying the full face value, as a rule, shows a decided loss; whereas, when death comes to the holder of a sound life assurance policy, the face value of such security becomes at once payable on completed proofs of death.

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The majority of men appreciate and acknowledge the value and true wisdom of life assurance, yet put off "to a more convenient season" the duty they owe to themselves and to those whom they love, by not ranking themselves among the great army of the thoughtful assured. To be sure, assurance is vastly spreading. For it is capable of infinitely greater expansion.

John Wanamaker says: "Life assurance is one of the best forms of investment, because it gives, after one deposit, an instant guarantee to a much larger amount than the deposit." Mr. Wanamaker practices that which he preaches.

You do not have to die to win at assurance in these days, says the Insurance Press. Take out an endowment, take care of your health, live and take your money. If you die your wife wins. Nothing out of the way with that scheme.

A somewhat weather beaten tramp, being asked what was the matter with his coat, replied: "Insomnia; it hasn't had a nap in ten years."