

PROUD OF HIS HANDIWORK

A HOUSE may be "made over" by the judicious use of good paint.

Let your home be painted in artistic combination of colors, and you'll have good reason to be proud of the result.

Years hence you'll still be proud of it, provided you use a paint that lasts like

B-H "English" Paint

This is the paint that endures.

It contains 70% Brandram's Genuine B. B. White Lead, 30% Pure Zinc, mixed in pure linseed oil and ground to exceeding fineness.

Our authorized agent in your town will gladly give you color cards and prices.

If you want to hear from us direct, write our Service Department for advice on any painting problem.



Other B-H Products

Fresco-Tone—for wall and ceiling decoration. China-Lac—for staining furniture, woodwork, bric-a-brac, etc. B-H Floor Lustre—an enamel floor paint. B-H English Enamel—a high quality product for interior decoration. Anchor Shingle Stain—a durable stain that will not fade. Comes in twelve colors.

Sent to You Free—This China-Lac Booklet

It tells in an interesting manner the many uses to which you can put "China-Lac" varnish stain. Explains how to use this wonderful home beautifier for best results. Shows conclusively that a small investment in a tin of China Lac and a varnish-brush will repay you many times over in the like-new effect it gives to furniture, floors, woodwork. Also made in gold or aluminum for radiators.

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THE "HIRING AND FIRING" EXPERT

(Continued from preceding page)

opinion, that was not a matter for pride but for consideration. Why train an employee to be worth fifty per cent. more and then let him carry that fifty per cent. improvement to some other firm?

It costs time and money to train the least important employee. The girl at the telephone switchboard disturbs every office in the whole business until she learns to connect each only when she should; the boy who sorts the incoming mail is a nuisance until he learns to which department each letter should be given. Small things these, but they count. One efficient employee trained to work according to the particular wants of a firm is worth more than half a dozen untrained hands.

A FEW of the larger firms are already employing Vocational Experts to do all their hiring and firing: to receive reports from heads of departments on the efficiency of each employee, and all complaints and suggestions from employees. Each head also notifies the expert of what employees he needs, giving an exact and accurate statement of the position to be filled. In the hands of an expert the hiring and firing is cut down to an almost negligible quantity, and the efficiency of each department is raised to a very high degree.

Careful consideration of the qualities necessary and the results obtained from some experience have proved that women are especially suited to this work.

The capable woman going into business usually does so with the determination to succeed, and is prepared to make those sacrifices which are the price of success. She has self-control, a strong sense of justice, tact, courage, sympathy, and the patience to teach; she understands human nature, is dependable, reliable, trustworthy. A course in Vocational Training is necessary, and an intimate knowledge of the line of work in which she engages. A clever woman can fill this position in two or three firms in the same line of business, having an office and stated days in each. An independent office outside will not do.

There is but little competition in this work; and the need is great.

NOTE: The Vocational Guidance Institute aims to be of practical use to the woman who feels she is not doing the work for which she is best suited. We aim to help you decide on the occupation for which you are best adapted: to connect you with the source of knowledge you want and the information you need: to tell you of occupations open to women: to bring you and the job together. Write Miss Steacy fully, enclosing ten cents to partly cover cost of mailing any books, leaflets, or other information, which we may think it advisable to send you. This service is for subscribers only. Address, Vocational Guidance Institute, EVERYWOMAN'S WORLD, 62 Temperance Street, Toronto.

The Debating Club

A BOYS' Debating Club has started many boys along the road to usefulness, success, and fame. To be properly conducted it should follow the same form and methods, and conform to the same rules, as the debates in the Legislative Assemblies and House of Commons.

The rules and regulations should be written out and strictly adhered to; the members should realize that it is necessary for each to know the subject thoroughly so that he is prepared to take either side with equal ease. The arguments must be presented in a logical, direct, courteous manner; defeat must be accepted cheerfully and—what is sometimes more difficult—success must be taken without undue elation.

The object of the debating club should not be to beat the other side, but to get at the facts. When this difference is understood and appreciated, there is very much less chance for unfair play and the sting that it leaves.

Nothing trains the mind so effectively as endeavouring to put our thoughts into clear, logical order before the hard, unyielding criticism of our fellows. Learning to do this early robs a boy of self-consciousness, teaches him something of logic, something of the ordinary rules of evidence, something of the organization of an argument, and equips him for the more informal thought and discussion of daily life.

We have all listened to the disjointed, incomplete, inefficient, ineffectual "talk" that so frequently passes for conversation; then some one takes up the subject and in a few well chosen words places the facts and important points before us in such a clear manner that our thoughts are crystallised and clarified. Had we been trained in debate, we would have done that also.

Debating Clubs are quite as useful for girls as for boys, and here also it must be emphasised that the purpose is not to win at any cost, not to confuse one's opponent, nor to trick him, but to win by absolute strength of argument—to present arguments that will show the facts. In debates it is the truth that is wanted—not necessarily the victory.

The purpose and object of debate is to determine on some course of action, to arrive at some decision; it is a questionable victory that wins at the expense of facts.

Another advantage of the training due to debating is that it enables us to distinguish the true from false reasoning; it teaches us to recognize sound reasoning and not to be misled by that which is unsound, and this because our minds have become accustomed to exact and clear thinking and to following a line of thought out to its logical conclusion.

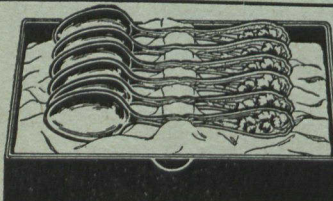
97 Piece Dinner Set and lovely Silverware Given To You

YOU can secure without a penny of cost this magnificent complete 97-piece English Dinner Service and a lovely set of half-dozen Wm. A. Rogers teaspoons.

Each dinner service is guaranteed full size for family use, its 97 pieces comprising 12 cups and 12 saucers, 12 tea plates, 12 dinner plates, 12 bread and butter plates, 12 soup plates, 12 sauce dishes, 2 platters, 2 oval covered vegetable dishes, a cream jug, covered sugar bowl, a gravy boat, pickle dish, and a salad bowl. It is handsomely decorated in rich floral design and will surely delight the most fastidious housekeeper. The beautiful set of Teaspoons are in the famous Wm. A. Rogers French Carnation design with French grey handles and brightly polished bowls.

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We are determined to establish a national reputation for Dr. Edson's Famous Life Building Blood Tonic and Nerve Pills and are sparing no expense to secure representatives in all parts of Canada who will help us by introducing this famous remedy to their friends and neighbors. That is why we offer to give away these magnificent premiums.



Carnation French Canadian Teaspoons

Genuine Wm. A. Rogers make—the most beautiful pattern ever seen. These magnificent spoons will delight any housekeeper and they are guaranteed to give every satisfaction in wear.

We pay all delivery charges on these Grand Premiums

Will you sell just 12 boxes among your friends at only 25c. per box?

You can easily do this because every one you know will be glad to learn of this grand remedy. It is one of the world's best known prescriptions, a tried and proven remedy for weak and impure blood, nervousness, indigestion, constipation and anaemia. In all run down conditions of the system it will be found a grand blood builder and revitalizer, and as a general tonic for blood and nerves it has no equal.

Send No Money—Just send your name and address to-day and we will send every purchaser of a box can obtain a beautiful gift of fine silverware from us free. Then return our money, only \$3.00, and we will promptly send you, all delivery charges paid, the beautiful set of spoons, and the handsome dinner set you can also receive without selling any more goods by simply showing your fine reward among your friends and getting only six of them to sell our goods and earn our fine premiums as you did. We pay all delivery charges right to your door.

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