

8 PUT YOURSELF IN HIS PLACE

Hardy,' was what he said. Strange words, were they not, for a scene of carnage? Yes, but words which touched the hearts of the English people."

Every man is a hero to somebody and the consecration of his influence depends on knowing how to treat that "somebody." The time to treat people right, socially, is when and where you meet them. You may meet them in the kitchen, in the carriage, on the stairway, below the stairs—wherever you meet them be man enough to act without condescension and with every consideration of chivalry and politeness. Thackeray took particular notice of the fact that when he met Father Mathew at a private dinner party, the Apostle of Temperance always found occasion to exchange a friendly grasp of the hand and a few genial words with the butler or the footman, to make benevolent inquiries of them concerning their wives and children, and to show a kindly acquaintance with their domestic affairs.

Popularity has more to do with manners than with any other phase of human personality. It depends on the impression which you are able to make at the point of personal contact. No man can be genuinely popular who has not, in his heart, a profound respect for humanity; and the ability to express this respect at the right time wins for a man the coveted crown of "popularity." "The love and admiration," says Canon Kingsley, "which that truly brave and loving man, Sir Sydney Smith, won from every one, rich and poor, with whom he came in contact, seems to have arisen from the one fact, that without, perhaps, having any such conscious intention, he treated rich and poor, his own servants, and the noblemen his guests, alike, and