

all my life.' And I was actilly fool enough to take the lead in the conversation myself, for which he paid me off arterwards rail handsome. 'There is the sugar-plumb,' sais I, 'and whistle for the child, the feather to tickle the vanity of a woman, and the soft-sawder brush for the men, and arter all they are the vainest of the two. *There is a private spring to everyone's affection; if you can find tha, and touch it, the door will fly open, tho' it was a miser's heart.* It requires great skill, great sleight of hand, and long experience. Now, one thing I have observed about soft-sawder for men. Never flatter a man for what he excels in, for he knows that as well as you; but flatter him for something he wishes to be thought expert in, that he can't do well.'

"'How very true!' said Lord Horton, a interruptin' of me. 'Old Cupid is more ambitious to be thought irresistible by women—which he is not—than a great statesman and diplomatist—which he certainly is. You have a wonderful knowledge of human natur, Mr. Slick.'

"'I couldn't do without it, my Lord. To handle a ship, you must know all the ropes.'

"Well, where was I? Oh! in the little back private room of the great hotel to Washington, a drinkin' and a talkin' with Danel Webster. 'Now,' sais I, 'Squire Danel, there are two kinds of soft-sawder; one is active, and one is passive.'

"'How?' sais he.

"'Why,' sais I, 'here is a case in pint of the active. We had to our house a female help; she was an Irish gall, and ugly enough to frighten children from crying, and turn the milk of a whole dairy. Well, she warnt very tidy, and mother spoke to her several times about it; but it did no good, she was as slatternly as ever next day, and mother was goin' to give her a walkin' ticket. So, thinks I to myself, I wonder if there is a created critter so ugly as not to think herself decent-looking at any rate. Well, sais I, Nora, I am surprised at you.'

"'What for, your honour, Master Sam?' said she.

"'Why,' sais I, 'I am surprised that such a nice, fresh, healthy, good-lookin' girl as you be, don't take better care of your appearance.' I saw her eyes twinkle agin with pleasure. 'Not,' sais I, 'that your good looks wants settin' off, but they ought to have justice done to them. I hate to see so handsome a gall looking so ontidy.'

"'I own it's wrong,' said she, 'and it shan't happen agin,' and from that day forth, she was the tidiest and smartest gall we ever had.

"'That is active soft-sawder, and now what I call passive soft-sawder is this—deference. For instance; if you want to gain a man, don't know more than him: it humiliates a feller to be made