

CHATS WITH YOUNG MEN.

The Art of Winning People's Confidence.

The art of gaining people's confidence quickly and retaining it is of inestimable value to a youth who would get on in the world.

Many people have to work hard to overcome the prejudice created by first impressions, while others, without effort, charm everyone they meet.

Success is often due to engaging manners and an attractive personality than to great ability.

It is not the teacher who knows most, for instance, who is successful beyond others, but it is the one who pleases and interests by means of her tact and winning ways.

We are so constituted that we are influenced by what pleases us, even when it warps our judgment.

Be generous with your sympathy, and try to be at least as much interested in the joys and sorrows of others as you would wish them to be in yours.

When you meet friends or acquaintances, do not "buttonhole" them and pour into their unwilling ears a history of your affairs.

Treat men as brothers, and though your kindness may, in some instances, be abused, your gain will far outweigh your loss.

Thousands of worthy young people have failed to obtain positions simply because they themselves properly, of carrying themselves properly, of appearing to advantage.

Personal Appearance and Success. A slouchy appearance, dull, dawdling, or dragging of the feet, often indicates slouchy morals and slipshod habits.

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Then he made his opportunity, and he carried it with him to the summit called Success.

As the poet says: "Opprehunity knocks at every man's door."

OUR BOYS AND GIRLS. A MODERN KNIGHT.

When the king made Edward Percival a knight of his court—that is to say, when the senior partner formally promoted Ned Percival to be a traveler, or, in the picturesque phrase, a Knight of the Gipsack, in the service of Rice, Barton & Rice, Teddy Purcell nearly shook his hand off when he marched up the stairs from the office, swelling with the sense of his new importance.

"Good, good for you, Ned, good enough, old man!" cried Teddy. "I knew you'd get it this time, I was sure of it! What did the old man say to you?"

Percival repeated, with a carelessness and with a matter-of-fact air palpably forced, the complimentary phrases used by the Old Man when informing him of his promotion.

"Well, Ned, you've certainly got your chance now," went on the delighted "Teddy." "You'll show the old hands how to get orders!"

But this rather sobered young Percival and brought back the thought of the veterans and proved men in the sample-room upstairs.

Throwing out his chest, which rather gave him the air of a proud little bantam, for he was but a scant five-foot bantam, for he was but a scant five-foot bantam, for he was but a scant five-foot bantam, for he was but a scant five-foot bantam.

Somehow, deep in his heart, he had considered himself a better workman than his chum. Percival was very clever, alert, and lively, but he was, Teddy thought, somewhat erratic; he was like a runner upon whom you could not always rely to do his best.

Teddy was a young man of imagination. He had the faculty of pleasingly anticipating events in thought, living them, mentally, before they occurred—it must be added that his anticipations were often wrong.

"Well, Ted, you'll be on the road yourself before long, you know; another vacancy will soon arrive for you, and I shall not have much of a start, now you see!"

"Ah, so this is Mr. Purcell, eh?" said the dignified old gentleman, smiling. "Sit down, sir," Teddy complied, wondering what was coming. He was not kept long in suspense.

"Mr. Purcell," said the Senator, "I am pleased to inform you that you have by your consistent and faithful good work shown that you are worthy of advancement in the service of this house."

"As you are aware," he said, "a vacancy has been caused by the death of a member of our traveling staff, and after due consideration of the claims of all the juniors, you have been chosen, and to the post, sir, I now appoint you. I trust, sir."

Teddy did not hear, at least to understand, a word of the sonorous little speech of congratulation and admonition that followed—his mind was flooded with pleasure, and surprise, and bewilderment.

"When you report in the sample room you will please to ask Mr. Percival to come to me?"

tion of his preference, and doubtless succeeded well enough, for the Senator was smiling cordially as he bowed him out, but within, our friend was in no happy frame of mind.

He had reached his own floor now and paused on his ascent to the sample room. He looked about the big room. No more need he dust and arrange and pick out orders, Percival and the others would do that; it was over for him—and would his friendship for Ned be over, too? Ah it was very, very possible!

He strode up to the Senator's door and knocked, and was told to enter, in he marched, with his head up—you would have thought the genial Senator's snug office a fortress which this big young man had orders to assault and carry.

A precise relation of the interview was never made public by either party to it, so this being a true tale I cannot do so, but it is common knowledge that as Teddy left the office the Senator took and grasped his hand and said, "It shall be as you wished, Mr. Purcell."

"Teddy," he said, "do get a move on will you? And get into the sample room with me—and I bet you soon will too!"

The words were as cordial to Teddy, they warmed and cheered and revived him. They were just what he had imagined, just what he knew Ned Percival thought, after all. He jumped to the stairs, and the two young men shook hands.

"I have only to add that the Senator's prophecy was true; Teddy did "go far"—he went to a partnership with the Senator in time.

MEANING OF THE HOLY MASS. NON-CATHOLICS GENERALLY ARE IGNORANT OF THE REAL MEANING AND SIGNIFICANCE OF THE DIVINE MYSTERIES OF THE ALTAR.

Non-Catholics, who do not understand the ceremony of the Mass, often wonder what there is in it to attract such close attention. To them preaching and hymn singing are the accepted forms of public worship, says the Inter-Mountain Catholic.

It would therefore be well to tell our non-Catholic friends that all the ceremonies have a meaning and relate to a man's worth is estimated in this world according to his conduct.

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