

Then as to lighting. Your window should always be capable of being blinded almost all over, and the more pieces your blinds are in, the more the light is under your control. Your side light should be capable of being turned into *full open window*—high side light, medium side light, long side light, short side light, side light in front of the sitter, at his side, behind him; top light forward of sitter, over him, long and short, high and low—all these conditions are easily obtained by judicious use of screens. Now, before we are done, let us take an example.—

“A gentleman in the reception room wants cabinet portrait.” Don’t show him up; go down to him; talk to him friendly, easily; hear what he has to say of your pictures; you will learn his wishes without asking. “That is a fine picture,” he says, pointing to a standing portrait; so is that still standing; he does not notice your sitting photos. Mem.—*Wants to stand.* Examine his figure—not good for a standing picture. Show him some good gracefully posed sitting photos. Call his attention to them gently, but in such a way as to make him notice them. If you can, show him now a rather awkward standing gent, and tell him it would have been a better photo if he had been seated. Continue quietly to show him the propriety of sitting without offending him, and very probably he will tell you he does not know what will suit him best; he will leave it to you.

Never interfere if possible, with your sitter’s respect for himself. Make him, if you can, of your way of thinking, but apparently of his own accord. But we will suppose his figure good, and you think he will do to stand, then sum up. Clothes well made, sit well, eyes blue, full, nose small; eyebrows small, and light in colour; fat face, round and fresh; feet large, hands ditto.

What shall we do? Assistant prepares plate; talk of the weather; blue eye, put him well forward under the light; full eye, short top light; nose small, short side light; feet large and a little awkward, try on one foot, rest other foot on toe. No; awkward still; try half length if you can’t better it. Now, try a plate. Ah! pretty good, but hands awkward; they are large. What! he has got one behind his back; good, that improves it. Now, call his attention to the book on the table. He opens it; one leaf erect covers half his right hand; leave it so; try again; ah! good.

But now comes a lady. Suppose all the preliminary talking done, you sum her up—Dark eye, deep set, sallow complexion,