

ter, knowing that behind their doors lurks not the repulsiveness of a cold welcome.

Thus, even if your kindness is merely passive, you will draw men towards you. Willingly will they ensnare themselves in the silken meshes of your winsome spirit. But if your affability is active, and you go out to them, how great and lasting are your conquests. What influence you necessarily exercise over men if you draw them by a prepossessing, yet resolute, character. And just as we rally men around us by the force of character, so are situations and circumstances dominated and over-powered. The man of good character shows unequalled skill in that he never allows impulsiveness to jeopardize his actions or imperil his dignity. From the fact that such men have little to say in times of apparent need does not prove that their geniality of character is but the smiling form of weakness.

Procrastinators, providing they are not weak and cowardly, become the masters of the world. They have not spent their energies in useless endeavour; like the reed growing by the lakeside, they have stooped down to let the tempest pass over. And as storms are of short duration, their full energies are brought into play when the sky is clear, certain to bring triumph to the cause they espoused.

Often has it been said that those in possession of genial dispositions are ill fitted to breast the storms of life, and easily fall a prey to craft and dishonesty. Just and fair is the remark if by "good character" we must understand those men whose affability consists in being "soft" and effeminate, and incapable of maintaining an opinion of their own. Aptly could we apply to those poor sheep of the social flock the words of la Bruyere: *Il n'y a point de pire caractère que celui de n'en point avoir*. "To have no character is to have the worst."

But we mean by "a good character" that man who has tempered his firm, resolute and persevering nature with the charms of a sincere affability, and with a patience dictated by prudence; and if such we are, we hold in our hands a power capable and fit to rule states and empires.

Do not believe for a moment that those whose gentlemanliness consists in dealing out silky, eely adulations, are men of character. No! They have the worst of all characters, for they have none at all.