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AGENCIES THROUGHOUT CANADA.

## A Tip for the Boys.

### A Lesson From The Cockle Burr.

We do not like them. They grab us by the leg as we walk through the fields, they put their sharp forks straight through our trousers and prick unmercifully; and yet there is something we may learn from them.

What is the secret of the cockle? By seizing every possible opportunity and holding to it in the end it accomplishes its purpose, and that purpose is to get somewhere where it can seed down more ground and grow fruit after its kind.

The cockle burr misses never an opportunity. Few men ever know an opportunity when they see it; if they do, they stand back on their dignity and wait for an introduction, which may come and it may not. The cockle lets no chance go by.

The burr sticks. Don't we know that? It sticks till we sit right down, no matter where we are and hunt the miserable thing up and throw it away. Our leg will be sore all day from the wound that wretched thing gave us in its desperate effort to hang on.

What is the reason so many stores are vacant about town? A few days ago they were open and things were going on there more or less briskly. To-day they are empty. The proprietor has dropped out. You have to get a detective to find him.

What is the matter?

Do not stick.

But is sticking all there is to it? The right time and the right place as well as the right kind of business has something to do with success. No use in setting up a news stand out on the desert of Sahara. It would be foolish for a man to think he could sell ice cream at the North Pole.

But other things being equal, it is the man that sticks that wins.

The time to sand the rails is when they are covered with ice and the wheels begin to whirl for nothing. Sit on the driver's bench now and wish the wheels would hold, and before you reach the next station, you will get a message asking why you are not making your time.

Sand the rail when the wheels begin to slip. Don't wait till tomorrow before you think of it. Stick.

The cockle scatters its seed by getting hold and sticking to it. It is the man that lets no chance go by while he is wondering whether he had better grab it or not that does the business.

Sounds funny to hear a rooster cackle in the night. Sometimes we wonder what the fool is thinking about; but he is just letting the world know that he is alive and right there.

It would be a good thing if some of us did a little crowing when people were not really expecting it. That is the secret of getting things to come our way.

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