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CHATS WITH YOUNG MEN

HOW TO BE POPULAR

"Getting what you want from kings or statesmen," De Blowitz said, "is all a matter of dining with the right people." Through the power of his charming presence, his gracious manner, his famous ease of introduction, influence and special "pulls," his popularity, his power to interest and please others, was his strongest asset.

Aaron Burr had such an irresistible charm of manner that it was said he could not stop at the stand of even an old apple woman without making her feel that he regarded her as the fairest and most graceful of her sex. He would make himself as charming and agreeable to the most menial servant as to a duchess or a princess.

Charles James Fox, the great English statesman, was an inveterate gambler, loose in his morals and a heavy drinker, yet his popularity was unbounded. Even the abstemious Edmund Burke was so captivated with his genial, sunny social nature and his cordial manners that he could not resist the influence of his charm, and for many years entertained a warm affection for him.

There have been great orators at the bar whose charming manner, like the presence in court of some of the world's famous beauties, would so sway the jury and the judge as to endanger and sometimes actually divert justice.

A gracious, genial presence, a charming personality, a refined, fascinating manner are welcome where mere beauty is denied and where mere wealth is turned away. They will make a better impression than the best education or the highest attainments. An attractive personality, even without great ability, often advances one when great talent and special training will not.

There is always a premium upon a charming presence. Every business man likes to be surrounded by people of pleasing personality and winning manners. They are regarded as splendid assets.

What is it that often enables one person to walk right into a position and achieve without difficulty that which another, with perhaps greater ability, struggles in vain to accomplish? Everywhere a magnetic personality wins its way.

Young men are constantly being surprised by offers of excellent positions which come to them because of qualities and characteristics which, perhaps they have never thought much about—a fine manner, courtesy, cheerfulness, and kindly, obliging, helpful dispositions.

I know a young man who takes life easy, makes comparatively little effort to do things, and yet all doors seem to open to him. He is welcome everywhere, in society or in business, because his charm of manner and gracious personality are irresistible. His very presence disarms prejudice; you can not help feeling kindly toward him, and he attracts people to himself.

We often hear people say they don't understand how such a one manages to get on so easily—why he is so popular with everybody; but they do not realize what an asset to a person is his personality. A man must be measured as a whole. His ability to get on should not be gauged by his brain power alone, but by his persuasive force, his ability to please people, to interest them and to make them believe in him. His appearance, his manner, his atmosphere, his personality, his capacity to make friends and hold them, these things are as much a part of his get-on assets as the gray matter in his brain. A sour face, a repulsive manner, an ugly, unusual nature often cover up and prejudice us against the person who has everything. Nobody wants to hear another vaporize, palaver and pretend; nobody wants to feel that he is the victim of a social diplomat who is trying to cover up his real self, pretending an interest in him, just as a ward politician feigns an interest in voters just before election. We all demand absolute sincerity, genuineness. People will very quickly penetrate masks. They can easily tell when anyone is shamming.

If you wish others to be interested in you, you must first be interested in them. There are so many of us of this kind who have plenty of ability, but who are deficient in qualities that attract, interest and please, that it is common to hear employers say that they have decided not to give such and such an applicant a position because of his bad manners, or because he lacked a good presence.

There is no substitute for personal charm for a really magnetic manner, and in spite of the fact that most people believe one must be born with it or forever lack it, the quality can be acquired by anyone who has the desire, the trouble and pains to acquire it as would be necessary to accomplish anything else worth while.

Everyone would like to have a gracious manner, to be popular, to be loved by everybody. It is a legitimate ambition to be well thought of and admired by our fellow men. Yet the majority of us are not willing to make any great sacrifice to acquire this art of arts; in fact, we are all the time doing things which repel others and which inevitably tend to make us unpopular.

We have to take infinite pains to succeed in our vocations or any accomplishment worth while, and should we expect to gain the art of arts, the charm of personality, the power to please, to attract, to interest, without making great efforts?

Selfishness in all its forms is alive and everywhere despised. No one likes a person who has his eye on himself, who is constantly thinking how he can advance his own interests, and promote his own comfort. The secret of popularity is to make everybody you feel that you are especially interested in him. If you really feel kindly toward others, if you sincerely wish to please, you will have no difficulty in doing so. But if you are cold, indifferent, retiring, silent, selfish; if you are all wrapped up in yourself and think only of what advance your own interests or increase your own comfort, you never can become popular. The great trouble with most unpopular people is that they do not take pains to make themselves popular, to culti-

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Our Boys and Girls

The Easter Egg

A quaint chapter in Aryan folk-lore

The use of the egg as a token of Easter is accounted for in various ways.

One's success in life and capacity for enjoyment may depend upon this early training in popularity. It makes an immense difference to one whether he is so trained that he develops an attractive, interesting personality or a cold, repulsive, unsocial one.

It is of very great importance to the aspirant to popularity to remember names and faces. James G. Blaine owed a great deal to this faculty.

People were surprised, when meeting him after a lapse of years, to hear him recall trivial circumstances in connection with their former meeting.

Mr. Blaine laid great stress on the ability not only to remember names and faces, but pleasant incidents.

When you are introduced to a person, try to get not only a clean-cut impression of the face by scanning it carefully, but look into the person's very soul and endeavor to get hold of something that will remain with you.

Be sure you get the name accurately. Many people never hear distinctly the name of the person introduced.

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SHREPPED

A clean, pure food, delicious and strengthening. Keeps the body full of rich, warm blood.

Tastes good these chilly mornings—heat blood in oven, pour hot milk over it and salt to taste. Just try it.

WHEAT

land. A popular game is that of egg-smashing. Eggs are pitted against each other in a shell-breaking contest.

One of the most valuable of Easter eggs is said to be received by the Pope every year. The shell is formed of two pieces of the most beautiful ivory.

Another pastime is to roll eggs down a hill, the one which reaches the bottom intact winning the rest. In this case, however, the prize of victory is of little worth.

Nowhere is the Easter egg more in evidence than in Russia. No man starts out on Easter Sunday in the country districts without a supply of eggs.

In Germany, not the hen, but the hare, is responsible for Easter eggs. The houses in which good children live are visited at night by a white hare, who hides numbers of beautifully colored eggs in nooks and corners.

A better custom of that state where the vernal spark lies dormant, but ready to burst forth into life. Of late years another emblem, the hare, has been used as a substitute for the egg as the distinctive symbol of Easter.

The custom of giving eggs can be traced back to the theology and philosophy of Egypt, the Egyptians regarding the egg as the emblem of the resurrection of mankind after the deluge.

Among the Hebrews the egg was adopted as the type of their departure from Egypt and escape from the galling bondage of the Egyptian king.

As an egg retains the elements of future life, Christians adopted it as the emblem of the resurrection of Christ. It is supposed that the custom of coloring the eggs was introduced by the Christian Church.

One of the most curious of egg customs is the game of ecclesiastical ball-played with eggs in the churches of England in the Middle Ages by monks. These eggs were colored red, in allusion to the blood shed for sinners.

From the records it would appear that rules of the game varied in different churches, but in the main the pastime consisted in tossing the frail objects rapidly from hand to hand, back and forth, and throughout the bewildering confusion. As a missed egg meant a smashed egg this pastime proved detrimental to church furnishings, and in time an egg-shaped ball was substituted for the egg.

The association of the Church and the egg is still maintained in some of the remote parts of France, where to this day the priests make Easter visits to his parishioners to bless their homes, and is presented with eggs, both plain and colored.

Eggs continue to survive in many rural parts of England, and also in Switzer-

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its greatest circumference. It was as much as seven men could comfortably lift, and one-half of it afforded more than sufficient space for a man to stand upright in. If anything, its contents were more extraordinary than the egg. When it was shipped to South Africa it contained half a ton of the best confectionery, a bride's costly trousseau, and a multitude of wedding presents. It was insured for several thousands of pounds.

The appearance of a symbolical Easter King was, until lately, frequent in England and continental Europe. He rode gaily attired, with the sceptre in his hand and a tin crown on his head in solemn state to the church.

OUR BOYS AND GIRLS

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The lower part of it was built in approved modern fireproof style, with reinforced concrete floor and fireproof columns. The ceiling was suspended with PEDLAR Perfect Expanded Metal Lath.

The contractors knew that to be the one lath fit for the purpose was probably the heaviest plaster ceiling in the city—a weight of 100 pounds to the square foot in many places. Less than a year after the new store was finished the upper stories (built in the old-fashioned way, with wooden studs and wooden lath) were gutted by fire.

For five hours the firemen deluged the upper stories with high-pressure water, and the water not only its own great weight but all those tons and tons of water. When the fire was out, the firemen bored and drilled, and the Pedlar lath held the plaster so that not a flake of it loosened. The next morning the Birks store was open for business as if nothing had happened—the Pedlar lath had prevented the slightest injury to the showcases or stock on the floor below it. THAT IS PEDLAR ALONE! PEDLAR PERFECT LATH IN A CLASS BY ITSELF.

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