

The Young Woman and Her Problem

By Pearl Richmond Hamilton

A. Wealthy Woman

During the Christmas season I heard an expression so full of truth that I want every reader of this department to know it. I feel it will encourage our girls to treasure the real values of life. There are people who talk a great deal and say little—there are others who talk little and say much. At a little gathering of the Press Club, Miss E. Cora Hind was on the programme, and this was her contribution: "I feel that I am the wealthiest woman in Winnipeg for three reasons: I have always had plenty of work, I have liked my work, and I have lots of good friends."

The New Girl

The inefficient girl has had her day. The new girl is wide awake. We may as well make up our minds to this fact. It is the soul that is put into the work from now on that counts. Young women are receiving more attention from the public than ever before. Their wage, conditions of work, and efficiency are the subjects of carefully written editorials in the daily press and of much expert writing in the leading magazines. Business managers, social workers, leaders of thought in every line of work are thinking and talking about the life of the girl worker.

This last week I have wandered about the stores and places of our wage-earning girls, and I see visions fine and beautiful. What are they? A good woman friend for every wage-earning girl—a city full of Big Sisters—yes, a big sister for every tired,

character and truth—teach us—we want to learn."

And, after all, dear girls, true efficiency is the greatest protection a girl can have, and that pure guiding light in her own heart, which even when the road is hard and rocky, illumines her path and enables her to climb steadily up to efficient service.

The Tragedy of Trifles

Do you remember what you worried about a year ago? Much Ado About Nothing is really a tragedy that is acted too often in everyday life. Last week I acted it perfectly. No one could have thrown herself into the drama with more energy. This week I look back and condemn myself for the useless loss of vitality.

"Are you worsted in a fight?"

Laugh it off!

Are you cheated of your right?"

Laugh it off!

Don't make tragedies of trifles, Don't shoot butterflies with rifles,

Laugh it off!

"Does your work get into kinks?"

Laugh it off!

Are you near all sorts of brinks?"

Laugh it off!

If it's strength of mind you're after

There's no recipe like laughter—

Laugh it off!"

Courtesy in Business

In any business in which a young woman may engage, good manners are among her

self do this; be truthful, sincere and kindly towards all. This line of conduct steadily persisted in will draw around you loving friends."

"All places are open to those who are glad, Too many lack courage, too many are sad. Those near you need cheering, So sing with your burden, the way is not long,

And if you look upward your heart will grow strong, And skies will be clearing."

Appreciation?

It was nearly closing time. Her tally card scored high. She was proud of her sales that day. A late customer had purchased another big order.

She was unusually happy as she met the manager on her way to make the change.

"A big day!" she exclaimed excitedly, expecting a word of encouragement.

"See if you can do better to-morrow," he growled.

Her spirits sank. One word of encouragement she craved. She had earned it. The lack of it dampened her enthusiasm and her work the next day suffered.

"I hadn't the heart to work," she said to me, as I listened to her story of disappointment.

The same evening a stenographer came to me, her cheeks aglow with enthusiasm.

"My manager said I did my work so well that it would increase his business."

She could hardly wait for morning to come, so eager was she to begin her work the next day.

Encouragement—does it pay?

When the Tide Turns

One time she came to me discouraged beyond reason. She had lost her position. "Perhaps it is well," I explained, "you may find this a stepping-stone to something higher."

"Oh, it's all very well to talk, but at my age there is no more opportunity—my best chances are gone."

She appeared about thirty years of age. Her future was a dark blank because she had built up a good business and was dismissed through jealousy, as so often happens.

For two years everything went wrong. Then an opening as stenographer came to her. She studied the business itself until she became very valuable to it. Every year she has advanced until now she is getting a salary of twenty-eight hundred dollars a year.

When this news came to me I thought of her depression only seven years ago.

One time when Dr. Anna Howard Shaw was struggling with The Wolf at The Door—she had not another cent, nor any prospect of earning any, and her stock of provisions consisted of a box of biscuits, her "courage was flowing from her like blood from an open vein" as she said, a turn of chance came to her and she resolved mentally to let that week decide her fate. Her shoes had burst open at the sides—for lack of ear fare she had to walk, but she renewed her effort for one more week and worked with a final purpose as she had a chance to help a minister through a revival. He intended to give her part of the collections but they were too small. He could not pay her anything. In her story she says: "I was friendless, penniless, and starving, but it was not of these conditions that I thought then. The one overwhelming fact was that I had been weighed and found wanting. I stumbled along until I met a woman who must have understood, for she gave me five dollars. With the passing of the bill from her hand to mine existence had become a new experience, wonderful and beautiful." She turned to the woman and said: "This bill is big enough to carry my future on its back."

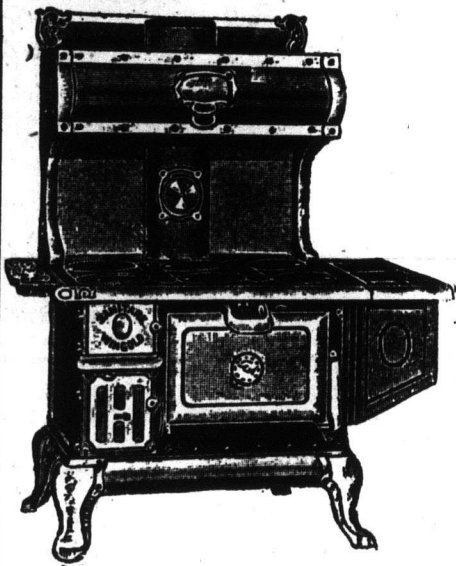
Sometimes it is the purse, but more often it is the personality that lifts girls over the chasm of despair.

Mental Wardrobes

Every young woman chooses her actions for the day—there are two mental wardrobes—one contains courage, truth, perseverance, punctuality, attention to work, kindness, order, cleanliness and work. The other contains cowardice, deceit, yielding to obstacles, tardiness, inattention, unkindness, disorder, uncleanness and idleness. Which wardrobe furnishes your mind?

For soft corns trim off the thicker skin with scissors, apply carbolized vaseline and wear a little cotton batting between the toes, changing it often.

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I will send Free and without obligation to any one, full information and complete instructions so that you can follow my example and completely destroy all trace without having to resort to the dangerous electric needle. So stop wasting your money on worthless depilatory preparations and write me to-day, giving your name and address, stating

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Whether, Mrs. or Miss. All I ask is, that you send me a 2c stamp for return postage. Address, Mrs. Frederica Hudson, Apt. 912, E. Bronson Bldg., Attleboro, Mass.

IMPORTANT NOTE: Mrs. Hudson belongs to a titled family, high in English Society; she is connected with leading officials there and is the widow of a prominent officer in the British Army, so you can write her with entire confidence. She has opened an office in America for the benefit of sufferers from Superfluous Hair. Address as above.

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Group of women workers photographed during lunch hour at the shops of the Canadian Pacific Railway works at Montreal, where a large number of women are now doing work hitherto done by men. Canadian women war workers are fast adopting the practical overall costumes, following the lead of their American cousins. Women in Canada are more and more taking the place of men in many of the munition factories, where it is found difficult to keep anywhere near the full staff owing to the numbers of men who join the Army and are sent overseas.

lonely, discouraged girl—Big Sisters planning social places for girls to have all the fun they want. Why girls have just got to have fun, and we are to blame if we do not provide good times for them in safe places. The girl who has proper recreation is going to do her work well. God made everything in this big world for the sun to shine on and He wants girls to live in the sunshine of life.

I have been convinced that the public desires better conditions of work for girls and employers do realize that a tired dissatisfied girl, will not do as much work in ten hours, as a happy, contented girl will do in eight hours.

During the past month many girls have been in my home telling me their experiences; I respect, admire and honor them. I feel that the average woman does not half appreciate the wage-earning girl. Suppose for one day every wage-earning girl would take a vacation—suppose—well, just close your eyes and see the picture. Ah—we owe much to her patience—her brain—her hands and her very soul.

I asked a bright stenographer one day to tell me her idea of the method of procedure for increasing the efficiency of young girls and her answer was this: "We all need education—real human education—please organize a big, big class of girls in their teens—young girls—and teach us these truths that will make us strong in

most valuable assets. The winning manner wins the battle almost before it is fought. Alertness, energy, sincerity, persistence, patience, accuracy, courtesy are all characteristic of the successful business woman. An indifferent salesgirl sends customers to other stores. An over-dressed simpering stenographer never reaches genuine efficiency.

One business manager says he cannot employ girls who in business hours think more of themselves, their feelings, and emotions than they do of their work. The manner of the girl "whose armor is her honest thought" is so dignified and refined, although it may be attractive, that she does not suffer from undue familiarity from employer or other employees.

It is possible to cultivate an alert, energetic, spiritual manner until one throws around herself an atmosphere through which evil cannot penetrate. This manner is the protection of the business girl.

A little encouragement, a warm hand-clasp, a cordial letter are simple things but they have a mighty influence. "Courtesy is the cheapest thing in the world and goes the farthest."

A fine manner is a controlling power.

Do you want to be popular? Try this recipe:

"Force yourself to be ever sweet-tempered, polite and obliging; talk and think no evil; let not the bitter sneer, the word of idle or venomous gossip pass your lips; think well of every one; make your-