

more good to outline the methods of Mr. Jones, who, as everybody knows is the most successful man in the district, than it does to outline your methods. You can use the results on your farm to corroborate the results obtained by Mr. Jones.

63. Don't run a bluff either as to your authority or as to your fund of information. You have under the Noxious Weeds Act ample authority if you know the Act, but don't flout it in any man's face. If you are asked questions you are unable to answer, acknowledge the fact, and give the information to the questioner as soon as possible. It's your business to know the contents of every bulletin and pamphlet forwarded to you, thereby enabling you to either give direct information or secure the information that will satisfy the questions. (See, also, No. 23.)

64. The more you know of a man's actual position the easier it will be to approach him. Know how much land he owns, where it lies, how much of a mortgage, if any, is against it; how much he raises, how much he ought to produce, the lines of work in which he takes most interest, his attitude towards you and towards agricultural work; how much stock he has or ought to have according to his position, and his particular ability. Knowing all these things will make it possible for you to have a long talk with some of your men who are not as successful as they should be, and analyse thoroughly with them their work and determine with them why they are not more successful, and what is really the matter. Of course, many reasons will be advanced for lack of success, but even if all these men were relieved of these so-called disadvantages, it would help, but it would not cure. The real factor today is inefficiency in all lines, poor cultivation, waste over buying, thoughtless selling, lack of quality in the produce, etc. A thorough analysis of a year's operations will give much food for thought.

65. Your success as an agricultural secretary depends upon the extent to which you prove yourself the best man in the municipality—to assist you it will be necessary for you to gather all the information, as suggested above, regarding your men. Classify this information in a dozen different ways. Always carry with you a small note book and take note of everything that is or may be of interest. Besides this have a note book for each township. A book of 36 sheets, one for each section of land in the township can be secured from the Saskatchewan Stationers, Regina. The price quoted is three books for \$1.00. Every item of interest, every bit of information, assistance, or any action regarding any section or family, make note of them all according to section number. This information will be invaluable in dealing with particular individuals and particular problems. It will be of material assistance in demonstrating to your council and the ratepayers your actual worth to the municipality.