

the principle we are laboring to explain is so well understood, that those who attempt to impose on others are conscious they cannot do so *without at least pretending they are in earnest*. That their impositions succeed to such a frightful extent is additional proof of that law of our nature to which we have referred.

While eminent speakers have differed from each other in many of their attributes of eloquence and characteristics of mind, earnestness, from Demosthenes to Chatham, is one of the things they have all had in common. No doubt this assumes different aspects, according to the diverse temperaments of men and tastes of the times. In some men, earnestness is calm, but intense; in others, bold, fierce, or tender, as the case may require. Yet, in every able speaker, and in accordance with the nature of his subject, will earnestness be found to exist. It cannot be otherwise, when the mind is kindled by clear views of important truths to be explained or enforced, or a great object to be gained.

Unquestionably, a cold logic, rigorously applied, is an indispensable instrument to the effective speaker: for how can he speak so as to instruct, or even please, who does not reason clearly? Yet, if conviction be the great end of all speaking, he will miserably fail in this whose thoughts do not glow in his own bosom and burn on his lips while he addresses others. The iceberg often reflects a brilliant light, and sometimes gives forth colors in all their prismatic beauty; but there grow no flowers or vines on its slopes; and the mariner, after a moment's curious gaze, turns away from it with cold aversion.

A speech or a sermon may have in it much knowledge, for plodding diligence may collect this, and a little learning may enable a man to give it proper arrangement and suitable expression; but if it be not warmed by a whole-hearted earnestness, it will but imperfectly reach the understanding, and will not at all touch the heart or the conscience. But this, it may be said, applies only to popular addresses, delivered in public assemblies. Although its application to these be more obvious, yet it is by no means confined to them. In a word, earnestness is necessary in every man who speaks to instruct or move, be his subject what it may. I have never seen more genuine enthusiasm than I have seen in certain teachers while unfolding mathematical truth, or in explaining the principles of Latin Syntax. And why not? Important truths were to be taught, and the education of pupils cared for, and these men, not only from a love of their profession, but from a conscientious sense of duty, were in earnest. There is really so little genuine enthusiasm now in the world, that one rejoices exceedingly to find it where he but little expects it. True, the strength of a man's earnestness ought to be measured by the value of the matter in hand; for he who is very earnest about