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IN answering any advertisement in this paper, please state that you saw the advertisement in THE CANADIAN EPWORTH ERA.

Dean Stanley's Equanimity.

Invited to dinner at the home of Lord Westerley in London, says *Everybody's Magazine*, Dean Stanley arrived very late, and with his collar unfastened. The effect was curious, for the ends vibrated round his chin like little white wings about the head of a cherub.

With due precaution Lady Westerley asked if he knew that his collar had broken adrift.

"O yes," said the dean. "Do you mind it?"

"Not at all," the lady replied.

"Then I don't either," answered the dean: "the button dropped off while I was dressing," and he went on with the conversation.

"He Believes in Me."

There is nothing which quite takes the place in a boy's life of the consciousness that somebody—his teacher, brother, sister, father, mother, or friend—believes in him.

One of the most discouraging things to a youth who is apparently dull, yet is conscious of real power and ability to succeed, is to be depreciated by those around him, to feel that his parents and teachers do not understand him, that they look upon him as a probable failure.

When into the life of such a boy there comes the loving assurance that somebody has discovered him, has seen in him possibilities undreamed of by others, that moment there is born within him a new hope, a light that will never cease to be an inspiration and encouragement.

If you believe in a boy, if you see any real ability in him (and every human being is born with ability to do some one thing well), tell him so; tell him that you believe he has the making of a man in him. Such assurance has often proved of greater advantage to a youth than cash capital.

There is inspiration in "he believes in me."—*Success*.

No Treating.

An officer of the United States steel corporation has been talking to the *Pittsburg Leader* to the effect that the day of the travelling salesmen to drink and run up wine bills for his house is past. He says that the number of commercial travellers who resort to these tactics is diminishing yearly and is very small now compared to what it was a few years ago. He declares that the change is due to the elevation of business principles.

"The man who is good at an excuse is good for nothing else."—*Franklin*.

Who is the happiest of men? He who values the merit of others, and in their pleasures takes joy, even as though it were his own.—*J. S. Blackie*.

A little fellow was turning over the dusty leaves of the family Bible, when suddenly he asked his mother, "Mother, is this God's Book?" "Yes," "Why, then," said the tiny fellow, "hadn't we better send it back to God, for we never use it?"



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