

your own experience in these matters? Well, there is no set form which could be laid down as a rule, but from our own experience we would say, we first consider just what would be best for that special occasion, if it be a parlor concert, we aim for the *very best* talent that we can secure gratuitously, and use every effort to have it first class in every particular; if it is a literary or literary and musical evening, or a large public reception, the same rule is followed. We tenaciously hold to and arrange for the best we can procure in this as well as all the other departments of our work, being firmly of the opinion that the *best and nothing short of it is worthy or good enough for our young men.*

The social department can and should be made a powerful means of reaching young men careless and unfamiliar with Association work, and as a means to this end we would suggest the following: Some one in each of the large mercantile and other firms can be induced to provide a complete list of the young men employed. These should be entered in a book kept for the purpose, under the proper headings or names of the different firms, and are useful for trade, special and general reception purposes or references. A neatly printed or written invitation should be addressed to each young man, being careful to secure the proper initials and spelling of each name. When postage is a consideration, as it is with most Associations, the invitations for each firm or place of business can be sent or delivered in one package, with an explanation and polite request to have them separately delivered, and from our experience this will be gladly responded to. If the first, second, or even third invitation is not accepted, do not feel disappointed; the work is being done if not seen and has been proved in our own experience. After such invitations are sent, and on the evening of the social or reception have arranged beforehand some of your best men who shall be on the outlook for these specially invited ones, and as they enter receive them cordially and see that they are introduced to the officials and others in order that they may feel just as much at home as any of the regular membership. Take special mental note of each, and if among them there be any talented ones, remember and seek to have them assist in the programme on some other occasion. During the intervals, or intermissions, converse with these new comers in a natural and gentlemanly manner, seek to lead the conversation on Association topics, and when the opportunity presents itself give a personal invitation to frequently visit the Association and young men's meeting some evening, and if they become interested, arrange to walk home with them, or a part of the way at least, and if you seem to be directed by the Holy Spirit, tell them of Jesus and His abiding love. Be discreet and wise, and do not by hastiness overstep what you seek to gain