

this field have been carried out. Do not allow too much time. Always go first to the farmer and get him to look over the place with you. It is quite understood that it is not always possible or convenient to do this, but it is advisable to do this if at all possible. (See, also, No. 20.)

You should pay special attention to those areas within your district that are being neglected; areas which at one time have been under cultivation and later abandoned, such as old fireguards, road sides and railway rights of way.

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61. You should attend every council meeting and tell them what you have been doing since the last meeting. Watch and help the new settlers who are coming into the district. Take a note of everything that is of interest, you will find use for it some day. If you have any criticisms regarding the work of this or any other department, make it to the department concerned. (See, also, No. 20.)

62. Son: men have the faculty to handle men, can get along with anybody, do the right thing and be friends with all. In agricultural work, above all other kinds of work, this faculty or lack of it is all important. If you possess this talent you need few suggestions along this line. If you have it not, it is doubtful if even a whole library of books on psychology would be of material assistance. There may be, however, a few principles underlying this work, the observance of which will be helpful, such as following: (See, also, No. 23.)

- (a) This is a man-to-man relation and it is useless for you to go about your municipal unless you have made a success of farming by means of the methods you have followed;
- (b) You must understand the other man's point of view. Introduce a little of the Golden Rule.
- (c) You are a kled to solve individual rather than collective problems. If you have 500 resident farmers in your municipality, you have 500 separate and distinct problems, such as weeds, discouragement, poor methods, lack of system, an income per family of \$200 per year when it should be \$1,000, a tendency to blame hard times on national issues without any endeavour to improve the quality of the work at home.
- (d) Some men are interested in cattle or poultry or sheep or swine. You must approach these men along the line in which they are most interested. Be a good listener. When they have told you all about how to run this or that particular branch of farming then you have them at an advantage. Some of the best farmers in the municipality will feel that they do not require your services. Perhaps not. Granted they do not, then you need theirs. In every municipality today can be found some demonstration farms run by successful farmers, but the less successful men do not seem to see the matter in this light. It should be part of your work to study the methods of successful men, and help to apply these methods to the farms of men less successful. It always does