

"Be hospitable toward the ideas of others," says Dr. George Ripley. "Some people," he asserts, "only half listen to you, because they are considering, even while you speak, with what wealth of wit they will reply." Such people may be brilliant, but they can never be agreeable. You feel that they are impatient to have their own turn come, and have none of the gentle receptiveness so pleasing to our own *ego* that rebels against their egotism.

It is the kind and sympathetic soul that wins friends, and

"He who has a thousand friends  
Has not a friend to spare,  
But he who has an enemy  
Will find him everywhere."

Our first impressions of a man are impressions of his manners. We designate him from the first glimpse of his face, first sound of his voice, as an affable, agreeable and sincere individual; or as crabbed, cross-grained and suspicious in his temperament, and are attracted by, or repelled from him, according to the characteristics with which his manners have clothed him.

### The Influence of Good Manners.

So potent is this power exercised over the world by the gentle sway of manners that their possession is worthy the cultivation and care we put forth for the attainment of all gracious, pleasant things, and to their possessor is given the key to which all doors open.

Emerson was one of the most acute observers of manners that culture has ever produced, and he wrote: "The longer I live the more I am impressed with the importance of manners. When we reflect upon their persuasive and cheering force, how they recommend, prepare and draw people together; when we think what keys they are, and to what secrets; what high and inspiring character they convey, and what divination is required of us for the reading of this fine telegraphy, we see what range the subject has."

Manners, with some, are the gracious legacy of inheritance, education and environment; with others they are the growth of the careful