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Children's Department

LEARNING "THE ART OF REBUKE."

When Bertha Norris announced her intention of winning her spurs in the world of business, there was genuine merriment on the part of her brothers

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and sisters. They said she was the family baby, and by no means fit for the ups and downs of business life. They also affirmed that she would never hold out for one straight week. "Why, sis," said Bert, "you don't know what you're walking into. Wait till you're called here and there faster than you can think, and scolded more times than there are hours in the day, and I tell you, you'll wish yourself at home, peeling potatoes in mother's kitchen."

But Bertha was not to be lightly moved from her purpose.

"I know what I'm about, and I'm no such china doll as you think," she said stoutly. "Mother says I can go to Miss Todd's for the Christmas trade, and then if I want to stay in business, I'm to get a permanent situation."

One week later, at 8 A.M., sharp, a rather nervous but determined young girl walked into Miss Todd's large book and fancy goods store.

"Good-morning, Miss Norris," the proprietor said cheerily, "you may just arrange that table of calendars whatever way you think will best attract and make business. Use your head and think out some first-class form of display."

For a full moment Bertha felt as though her wits had gone wool-gathering. She had expected to sell pretty, flaxen-haired dolls and all the new books with their dainty new bindings. This work she was sure she could have done fairly well; even from the very first. Hadn't she planned to be a perfect paragon of patience and cheerfulness, and weren't all her faculties devoted ahead to the glorious work of selling goods for Miss Todd? And here she was, set down to something that, strange to say, had never even figured in her dreams. There was one thing, however, that, in a tight corner, always



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stood Bertha Norris in good stead—she could pull herself together. Flight was something that was never on her schedule. And so, on walking down to the calendar table she surveyed the situation for a full two minutes, and then, quite conscious that some of the older clerks were watching her curiously, she began to set forth her goods.

A half-hour later, Miss Todd came down and critically viewed her work.

"Your general plan," she said promptly, is decidedly good, and I think anyone would stop before such a pretty display as this."

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FURNACE

Then she paused a moment, before adding, in a matter-of-fact tone, "We'll just exchange this back row, and put these 'Good Cheer Calendars' in the very front. At Christmas time, you know, there is nothing that attracts and holds calendar customers like cheery, gladsome words of greeting."

Bertha knew her display had been praised, and she also knew it had been found wanting at one important point, but so skilfully had praise and blame been blended there was absolutely no sting.

Later on that first eventful day, it fell to Bertha's lot to show china cups and saucers to an old lady who wanted "a fine, sensible one for pa." After all the newest and finest china had been faithfully displayed, and there was no sign of a sale, Miss Todd, who was always credited with having eyes all about her head, came briskly to the rescue. Reaching back on to a shelf, she produced an old-

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fashioned cup and saucer. Roomy common sense was written all over them, and despite the fact that they weren't even suggestive of anything artistic, the old lady's eyes began to glisten and in five minutes she was carrying home these same unæsthetic treasures.

"I think we've really pleased and satisfied old Mrs. Giles this time," Miss Todd said with a smile, and then she added cheerily, "You'll know, for a while what treasures are hidden away back on the shelves. They are our yesterday's bread, and of course, we try to get rid of it before we touch to-day's."

"But that cup was so ordinary-looking," Bertha pleaded in extenuation.

"Not to old Mrs. Giles," Miss Todd said firmly. "She liked its homeliness better than all the new goods you showed her, and it was worth far more for us to get it off our hands, but your patience in showing things pleased me very much."

Again Bertha knew she had been rebuked, but who could mind such tactful correction?

When at last on Christmas morning, her month's probation was really over, and a family report was called for, this young business woman said with much dignified decision, "Well, to begin with, I'm going back to business, sure, just as soon as somebody will have me."

Bert whistled, and there was a general air of interrogation abroad.

"Tell us what you've really learned," her sister Mary said, with good-natured tolerance.

"Well," came the prompt answer, "I've learned how to step around pretty briskly, and how to wait on some very tiresome customers, and of course how to do up parcels neatly and properly display goods."