

Say kind things and say them now. People need encouragement. Actors need encouragement. Preachers need encouragement. Servants need encouragement. People are dying for a kind word. And you can say it. Not simply a formal thank you—more than that. Watch, study, and be considerate. If folks serve you well, tell them so. Men and women hunger for a word of appreciation. Some years ago a clergyman died in New York, and after his death a company of his brother ministers met to speak of the one who had gone. The widow was present, and as one after another spoke of the dead with words of loving appreciation which had never been used to him in his life, the poor woman, who knew how weary and discouraged he had been, broke out at last: "Oh, gentlemen, why did you not tell him this while he lived?" There are weary hearts to comfort, there are broken hearts to heal, there are saddened hearts to comfort, there are penitent hearts to forgive, "As the days are going by," and it is woeful to wait until the days are gone and then stand weeping over the lost opportunity.

My friend, make it easy for people. Instead of being amused at the awkwardness of your unpolished friend and neighbor—help him through his social difficulty. He may have brains, wealth and influence, even though his manners are not perfect in the drawing room and parlor. "A story is told in Washington of the wife of a senator. A plain man, a constituent of the senator, called, and was invited by the lady of the house to take a cup of coffee. The cups were of very delicate French china, and very fragile. The plain man, unaccustomed to such wares, broke a cup. It was an