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Pearl Richmond Hamilton.

#### Fighting Her Way

Mark Twain said that the cauliflower is nothing more than educated cabbage. The American Beauty has been developed from the wild rose. Our beautiful apples have been grafted from trees that originally bore tiny bitter green fruit. All nature bears proof of the value of cultivation.

A girl who has to fight her own way is the most fortunate of girls. Last week I received a letter from a Canadian girl who is now working her way in Chicago. She expects to finish her course in College this year. I quote this from her letter: "At present I am working my way through school hereand am earning more than the price of my board and room. I'd like to whisper in every girl's ear, the joy I am having in feeling that I am getting something the world cannot take away -an education. Oh how I would like every girl to study. Some girls say they cannot afford it. Many a girl has worked a way through and many a girl can do it now. There is always a way if one just prays and works hard enough. I have always wanted to study but had no idea of the joy of it until now."

A girl of eighteen who received a prize of one hundred dollars for an essay she has written in a nation wide contest says: "I have had to fight my own way since I was fourteen years old. Perhaps that is why I won the prize. I had had so much fighting to do before I entered the contest that I was not afraid of obstacles. I mean to teach that I may encourage other girls who are fighting their way."

If you look into the lives of successful women you will discover that they put up a long, hard fight before achieving the goal of their success.

Obstacles sharpen one's wits. "When ambition runs high, obstacles do not discourage one."

Harriet Beecher Stowe said: "When you get into a tight place, and everything goes against you, till it seems you cannot hold out a minute longer, never give up then, for that is just the place and time that the tide will turn.

High and continuous courage is a compelling power. Castine Swanson was once a poor immigrant girl. She worked her way through school. When the home for working women in Boston needed a superintendent she was chosen, and today she is recognized as one of Boston's splendid women.

We can fight obstacles best by having our mind so full of high ambition that discouragements will not have power over us, because there is a mightier power within us.

### **Why Some Girls Fail in Business**

The head of the Women Telephonists of London who has about five thousand girls and women under her supervision, was recently asked to write of the things that prevent girls from succeeding in business. Miss A. A. Heap replied by giving these causes:

First—the majority of young girls look upon the business office as a mere stop-gap between that time and their marriage-or some other profession that they will like better.

Take your work seriously—realize its

importance. Second-Another grave defect in the business girl is her conservatism. She does not want to learn anything newthe person who can do two things well is of more value in the business world than the person who can do only one. The possibility of obtaining a new situation is doubled by her knowing how to do more than one thing. Few young girls realize how much they might learn

by observation. Third—another defect is her unwillingness to accept criticism or discipline, and a desire to set up her own standard of excellence in her work. She suffers from too high appreciation of self.

Fourth-another defect is their habit of talking shop in public places thus disclosing important business secrets that injure their employers.

Fifth-Improper dress. Neat plain dress is the only suitable attire for business. Heavy colds and absence from business results from wearing filmy muslins with low necks.

Every month I receive letters from girls asking this question: "How may I be happy?"

You cannot complain and be happy at the same time. Life pays us back in our own coin. Those who serve are served. "One act of kindness each day would make the year a string of pearls." An immigrant girl told me last week that she did not like the people here. She is lonely and cannot find a permanent situation so she blames the country. One of the first lessons for a girl to learn is that of adapting one's self to her environment. It can be done. Wherever you are placed, shine out brightly. "Earth's real queens are those who see the royalty of loving service."

#### **Heroines of the Telephone**

they serve than telephone girls. The in the building. They kept at work

The Young Woman and Her Problem public seems to regard them as mere machines in place of real human girls, ment. I wonder if it is possible to find more heroines in any other line of work than among the telephone girls.

There was the Belgian girl at Liege. When the Germans were bombarding the city, she sat at a private telephone over-looked accidentally by the besiegers when all other telephones were destroyed, and after each return shot from the fortress, looked calmly to see where it fell, and telephoned to correct the range: "A little more to the right." "Too far to the left." "Not so high." The Germans were amazed by the accuracy of the Belgian gunners and investigated. The girl was discovered, arrested and shot. Even the German officer who ordered her shot expressed his admiration of her unflinching cour-

But there are scores of telephone girls on our continent who have risked death to stay at their posts when duty called, through fire, earthquake and flood. Mr. George Walsh has recently collected records of telephone girls and these are some of the examples he cites.

When the Title Guaranty Building of St. Louis, twelve stories high, and full of people, caught fire, two girl opera-There is probably no class of young tors—Julia Devine and Lorraine Davis—women more abused by the people whom began to send warning to every office

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