

for a few times until they grow accustomed to their own noise. And they can reflect, that, however large an audience, it is composed of single individuals, any one of whom they would find no difficulty in addressing alone. Why then suffer more concern when taking them in the multitude? Physical nervousness of an involuntary kind sometimes interferes with a speaker, but this may readily be overcome by any act of self-control which throws one back upon the real inner nature. Any effort, for instance, in the direction of realizing oneself as a spiritual or non-physical being will have a steadying effect. The idea is simply to place the inner man in charge of the situation, and so thus to impress the outer physical man of his unimportance, that he ceases to be anything but an agent through which certain work is to be done. The difference between this attitude and that of the so-called "inspirational medium," who desires to be controlled by some external force, will be readily appreciated.

Having overcome nervousness it will be found that forgetfulness will also disappear. All one's knowledge exists internally, and if the personality be suppressed, the real self has then opportunity to range about the plentiful stores of knowledge accumulated by the ego. As said in the parable, the scribe who is instructed is like unto the householder who brings out of his treasure things new and old.

One of the difficulties that speakers have chiefly to contend with is that encountered in the endeavour to bring forth a treasure which has never been stored up. Do not try to tell what you don't know. Never try to talk about things upon which you are not well informed; and, if asked a question which you are unable to answer, disarm criticism by frankly saying so. It is a sign of weakness to try to conceal an evident want of knowledge.

The full mind pours out its knowledge easily, but the mind is a servant, and a higher principle must control and select the material to be used. Rambling, inconsequent, and disconnected discourses have thus to be avoided.

Nor are a series of bald facts to be laid before an audience as an ice-man deposits blocks of ice on the pavement. A certain amount of exposition and expansion is necessary in all popular speech, and so long as it is to the point and truly illustrative such expansion is welcome. But the other extreme of padding is most distasteful and should be carefully shunned, or presently the speaker will be shunned himself. Nor is there any advantage in talking against time. If you can say all you want in ten minutes don't try to occupy twenty.

For most audiences it is well to assume that they know nothing about what you wish to speak upon. Make every statement as clear and simple as possible and use no words with which you are not on good terms of acquaintance. It is a good plan to be familiar with the ancestors, as well as the cousins and brothers, of the words you use, and a good dictionary is a great help. Nor should you affect the use of foreign terms and phrases when English words or explanations are all that your audience can understand. If you do use a Greek or Sanscrit word be sure and say exactly what you mean by it. Speak with deliberation, but keep on speaking. Five-bar rests are sometimes effective in music, but they make havoc of oratory. Sit down as soon as you begin to feel that nothing remains but the "impassioned appeal," which we frequently read about. Your common-sense and good reason should have supplied the appeal all through your talk, and the hearts of your hearers will furnish the passion.

When you have fully digested the foregoing you will feel quite prepared for the Branch Secretary when that officer comes around and notifies you that you are expected to fill the programme some night next month.

But if you have not been accustomed to standing up in public take the following precautions. They are necessary in consideration of a peculiar weakness in the knees that frequently develops just as the consciousness of a great many pairs of eyes swims before one's sight.

Suppose you have to speak for thirty minutes. Make thirty notes in a legible