

Pointed Paragraphs.

Most people who grant a favor expect two in return.

Every dog has his day—and wise is the dog that knows when he's having it.

Many a bachelor has made a number of women happy by not marrying them.

If a man loves a girl more than tongue can tell, he should show her his pocket-book.

The men who never make mistakes are not the ones who fill the responsible positions.

A girl doesn't mind her rival being exasperatingly clever if she is also consolingly ugly.

Handsome is as handsome does—and the handsome girl usually does as she pleases.

Thirteen is never considered unlucky by the man who gets that number for the price of a dozen.

It makes some men feel painfully honest when their neighbors acquire fortunes by dishonest methods.

The self-made man is usually so busy boasting of his handiwork after it reaches a certain stage that he has no time to finish the job.—Chicago News.



An Easy Mark.

"I don't wish to take up your time," the caller said, "unless you think it likely I might interest you in the subject of life assurance."

"Well," replied the man at the desk, "I'll not deny that I have been thinking some about it lately. Go ahead. I'll listen to you."

Whereupon the caller talked to him forty-five minutes, without a break.

"And now," he said last, "are you satisfied that our company is one of the best, and that our plan of doing business is thoroughly safe and conservative?"

"Yes."

"Have I convinced you that we fur-

nish as good assurance as any other company, and at rates as cheap as you can get anywhere?"

"Yes, I am satisfied with the showing you make. Perfectly satisfied."

"Well, don't you want to take out a policy with us?"

"Me? Oh, no. I'm a life assurance agent myself. I thought I might be able to get some pointers from you."—Chicago Tribune.



The Greatest Blunder of My Life.

In the Crerar Library, Chicago, is a book in which five hundred men, out of work, have written of "the greatest blunder of their life." It is a collection made by Dr. Earl Pratt. Here are some of them:

1. "Didn't save what I earned."
2. "Did not as a boy realize the value of an education."
3. "If I had taken better care of my money, I would be better in health and morals."
4. "Did not realize the importance of sticking to one kind of employment."
5. "The greatest mistake of my life was when I took the first drink."
6. "One of the greatest blunders of my life was not to perfect myself in one of the lines of business I started out to learn."
7. "My greatest blunder was when I left school in the fifth grade."
8. "The turning point of my life was when I was fifteen, I ran away from home."
9. "Spent my money foolishly when I was earning good wages."
10. "When I let myself be misled in thinking that I need not stick to one thing."
11. "Self-conceit, and not listening to my parents."
12. "Was to fool away my time when at school."