

4 PUT YOURSELF IN HIS PLACE

expresses the behavior I would have in proportion to a garment. It must be fit, plain, and rich, useful and fashionable. I should not have advised you to such a regard of your outside, the most trifling part of man, did I not know how much the greatest part of the world is guided by it, and what notable advantages are gained thereby, even upon some very wise men, the request of an acceptable person being seldom, or at least unwillingly, denied."

Be big. Be kind. Be generous. When a man snubs you, smile on him. When a man opposes you cover him with a compliment. When a neighbor "ruins you down" smother him with kindness. Go out of your way to assist an enemy. Speak well of the man who has no use for you. Find a good point in the man who declares that there is not one redeeming trait in your character. And keep it up—day in and day out—be the friend of your enemy. Thus you shall heap coals of fire on his head—to burn him up. Nay verily: But to melt him down. It was in the fall of 1880, that Mr. Beecher introduced Col. Robert Ingersoll to a great political gathering in the Brooklyn Academy of Music, saying that the Colonel was the most brilliant living orator in any tongue. A day or two afterwards the Colonel was asked by a reporter what he thought of Mr. Beecher. He at once sat down and wrote as fast as his pencil could trot over paper thus: "I regard him as the greatest man in any pulpit of the world. He treated me with a generosity that nothing can exceed. He rose grandly above the prejudices which are supposed to belong to his class, and acted only as a man could act without a chain upon his brain, and only kindness in his heart."