

2. Advanced organization. Three separate steps. (a) Meet the five or six men whom I am going to inspire to work with me on my scheme of introducing my improvement into the club I have joined. For ably handling this little meeting and having inspired my men, perhaps not all, but at least a sufficient number, I am entitled to five marks. (b) For having seen the officers of the club and moved them to appreciate my proposal, five marks. (The best way is to see them one at a time, use the five or six opinions of your followers to back up yours; and, when you have got the first officer you speak to interested in your scheme, use his judgment as additional weight with the others). (c). For having got proposal adopted by the club, and myself on the committee to manage it, for getting RESULTS, twenty marks. (You may hint to the officers that you and your five or six men will see the thing through if they wish). This may be done all in the first week or spread through the month. Have as few committee meetings as possible, but see that your men do the work set them. Treat them always with kindness, and remember *commending* volunteer workers gets the best work out of them. You are started now upon ORGANIZATION; carry your programme through successfully; bigger things will await you in the future.

3. In the second week, consider your generosity. Are you of a generous nature? Do you give one-fiftieth of your income away to good causes? Do you subscribe to your church, to missions, and to the poor and sick? A little to each will make a different man of you. Are you generous in mind and deed to those you work with and live with? If you can consider yourself a generous man, or if you make yourself into one this month, you are entitled to ten marks.

4. In the third week, consider your moral or married life. If married, is your married life satisfactory?