



THE GRINDERS.

Photo. by K. K. Sallova, Goderich, Ont.

those who, through sunshine and rain, cling to their work; who, confronted with many difficulties, overcomes them; and who, in using these obstructions as stepping-stones to onward progress, enjoy in the hour of victory a measure of sweetness far exceeding any degree of temporary bitterness. An alert brain, with apt thought and clear reasoning, with light touch and pleasing diction, will sway the listener, will convince the intelligent, for the very nature of our duties calls for qualities mesmeric in influence, intense in power, such as no other calling demands. No man, though admitting the benefit of life assurance, will agree that its immediate necessity is applicable to himself, and it is therefore essential the agent should realize that each interview means a struggle. A mastery is involved, and the occasion is

one that brings every faculty in one's possession into play. One revels in the opportunity of playing the game; a glance measures the man, tact spins the story, and experience winds the thread. Knowledge, concern, and necessity take the place of ignorance, indifference and destitution, and soon the agent experiences the joy of overcoming and the pleasure of success. "True and lasting joy is to be found only in work well done," and what one man has accomplished another can do.

"Are you in earnest? Seize this very minute. Whatever you can do, or dream you can—begin it;  
Boldness has genius, power, magic in it.  
Only engage—and then the mind grows heated;  
Begin!—and soon the work will be completed."

—L. C., in "Scottish Life Notes."