

should be taken, not only in the selection of the scent, but in the quantity used. All ladies do not equally appreciate perfumes; to some the odour of scent is scarcely less objectionable than that of drugs.

For those who use such things, it will be found useful to keep a little face powder ready to hand. The rubber often leaves an unsightly redness about the corners of the mouth, and the thoughtful dentist who provides such small comforts is justly popular.

Much may be done by watching the patient's face. It generally betrays the clearest indication of pain received, and by studying it we may ascertain how far it is safe to go without evoking a remonstrance from the patient.

One rule should be zealously observed. Never surprise them. Sudden pain received without previous intimation, is by some treated almost as an insult, and frequently attributed to the ignorance or carelessness of the dentist.

In operations that are likely to prove tedious, painful and expensive, a little appeal to the patient's vanity will enable many ladies to bear a great deal that would without such a suggestion be deemed by them needless.

And now for a few words on those patients whom the young practitioner most dreads—those who are inclining to the sere and yellow leaf. The old are liable to look down on the fresh graduate as an inexperienced intruder, who does not know his business; to underrate his ability, and distrust his progressive inclination.

They annoy him with suggestions and advice; with recollections of what dentistry used to be in the dear old past, as well as sermons on what it should be to-day. There are two ways of dealing with such persons—divert their thoughts by talking of subjects foreign to dentistry, or allow *them* to do all the talking. Let them imagine that you are swayed by their opinion, if necessary even affect to submit your opinion to theirs, but while in appearance you receive advice, in reality follow your own opinion of what is right, never let your judgment be warped by anything the patient might say, for only by so doing can the best work be accomplished. The end will justify the means; the satisfaction of all parties will be realized.

Who knows what strong recommendation may not result from the propitiation of one cantankerous old maid, whilst the easy praises of those more highly favored by capricious Nature may pass unnoticed?

It must ever be the dentist's aim to "be all things to all men," and while we remember the first part of Cromwell's sage advice, and "put our trust in Providence," do not let us forget the important conclusion "*and keep our powder dry.*"

Gentlemen, my paper draws to a close, and my pleasure is to thank you for listening so patiently to what I trust will serve as a fingerpost by the way to some, even if it proves a bone of conten-