CHATS WITH YOUNG MEN

PEOPLE LIKED HIM

People liked him, not because He was rich or known to fame He had never won applause As a star in any game. His was not a brilliant style, His was not a forceful way. But he had a gentle smile And a kindly word to say,

Never arrogant or proud, On he went with manner mild, Never quarrelsome or loud, Just as simple as a child. Honest, patient, brave and true Thus he lived from day to day, Doing what he found to do In a cheerful sort of way.

Sort of man you'd like to be, Balance well and truly square; Patient in adversity. Generous when his skies were fair, Never lied to friend or foe, Never rash in word or deed Quick to come and slow to go In a neighbor's time of need

Never rose to wealth or fame, Simply lived, and simply died, But the passing of his name Left a sorrow far and wide. Not for glory he's attained, Nor for what he had of pelf Were the friends that he had gained, But for what he was himself.

-Detroit Free Press. THE ART OF PERSUASION

When a salesman has for sale something worth having, it is his own fault if he does not find pur-He has "the goods;" it 'up to him" to dispose of them. Of course he should not sell to people who have no use for them nor to people who cannot pay for them. But persons who would be benefited by their possession it is his duty to persuade to buy.

Once upon a time the editor of a magazine sent an assistant to interview a man who had had most remarkable success in the life insurance business to get from him the secret of his rapid rise.

When the assistant returned to the magazine office he was asked if he had succeeded in getting his inter-"No." he said. "but the insurance man got me to take out a

This was a triumph of the art of salesmanship. The insurance man actually made his would-be interviewer forget what he had gone after and induced him to buy something he had not thought of buying. yet something which undoubtedly it

was to his advantage to buy. Why is it that one man will so easily change our whole mental attitude and make us do voluntarily the very thing that we had no idea of doing an hour before, and thought we never could do, when another might have talked to us until Doomsday about the same thing, and never changed our mind a particle?

Because he is past master of the gentle art of persuasion.

How little we realize what a large part persuasion plays in our life. The clergyman, the teacher, the lawyer, the business man, the salesthe parent, each is trying to persuade, to influence to win over others to his way of thinking, to his principles, to accept his ideas.

Some characters are so tactful, so sunny, so bright, cheerful, and attractive that they never have to force or even to request an entrance any-The door is flung wide open and they are invited to enter, just as we invite beauty, loveliness and sunshine to enter our mind. Their very soothing and pleasing. They know to persuade almost without uttering a word.

Persuasive power, the ability to win others over to our way of thinking, our way of looking at things, is not a simple, but a complex quality. It is in reality made up of many admirable qualities which have more to do with the heart than the head. It is one of the lovable traits of human nature, which enables one to win out in many instances where head qualities would be of no avail.

The best and most successful teachers are not always the learned, but those who get hold of the hearts of their pupils, whose kindness, personal interest and sympathy inspire them to do their best. The same qualities which, apart from scholarship, make the best teacher also make the best business man. While education and intelligence are indispensable nowadays, in every line of endeavor, it is not so much smartness, longheadedness, cunning, as the warm human heart qualities which make a person popular and successful in business or any other field of endeavor.

There is a sort of hypnotic power which passes for persuasiveness, and enables a man at the outset to influence people, but it is not based on honesty, and in the long run hurts his business and reputation. He soon becomes known as a "spellbinder," and people will not do busi-

The ability to make others think as you do, to see things from your point of view, is a tremendous power, but if it is not kindly and honestly used it will prove a boomerang and injure most the one who uses it.

Mere "palaver and soft soap" do not cut nearly so much of a figure in the business world as formerly Honesty first is the business slogan Spellbinding methods are

not in demand. There is nothing that will take

true success in any business or pro-

But if "palaver" and "soft soap are not in demand, neither is that sort of "blunt," rugged honesty, which, under the guise of frankness, delights in being boorish and hurting people's sensibilities. Brutality is not a part of honesty, nor of a strong, vigorous personality. Loudness and bluster are no indications of strength. The quiet, silent forces are always the strongest. Bluster, strenuous endeavor and an antagon istic manner will fail when gentle ness, persuasiveness and adaptability will succeed.

Of course a successful salesman must know his business. He must know all about his goods—cost, quality, condition of the market, etc., etc. But after that fundamental part of salesmanship, there comes the man himself to make the sale. He must study himself. He must "size up" his customers. He must reason clearly, be convincing in his argument, show the merit of his wares, and know what the trade requires. But then comes the chance of his own pleasant manners, his own charm of personality, his own magnetism. Without that attractive personality he is a "stick." And that can be cultivated.

OUR BOYS AND GIRLS

ANTHONY'S FIRST SERMON

In spite of the very general devotion to St. Anthony of Padua, few people have any direct knowledge of the beauty and grandeur of his life. All know that he was a Franciscan monk and that he lived at the same time as St. Francis of Assisi. saintly founder of the order. But few people are aware that, besides being a great saint and the most wonderful miracle worker, St. Anthony was a very learned man and one o the greatest orators that the world

The statues one sees of him gener. ally represent him as a healthy, smiling, comfortable looking young monk, whereas he was intensel; ascetic and constantly performed much cruel mortification. So great was also his humility and so well did he hide his learning and wonderful eloquence that for years every one, even his superiors, believed him to be an ignorant, unlettered man.

One day, however, the Dominicans had joined the Franciscans at a place called Torli, where they were to celebrate a solemn ordination. After the ceremony the superior of the monastery begged one of the Dominican guests to preach a short sermon as was the custom. All excused themselves from so doing on the plea that they had prepared nothing for the occasion. The Franciscan Superior had up to that time no idea St. Anthony's wonderful talent, indeed so far he had always believed, as did the rest of his brethren, that he was fit for nothing better than washing dishes. Still for lack of any one better he asked him to preach

the sermon. After vainly endeavoring to excuse the pulpit. Of course he had pre-pared nothing either, but taking for his text " For us Christ Made Himpreached in the purest Latin such a heart stirring sermon that his hearall exclaimed enthusiastically: "Never did man speak like this

man." wildfire. He was sent all over the place where heretics were most rampant, and wherever he went his serthousands.—The Transcript.

ETIQUETTE

One hardly likes to say the word "etiquette" when the question is that of being kind and lovely in one's own family. Yet if members of the same household used a little more ceremony toward each other, no harm would be done. What true gentleman would treat his mother or his sister with less courtesy than he would a chance acquaintance? No one will greatly respect a boy whose custom it is to let his sister trot about on his errands-run upstairs for his handkerchief, hither and thither to bring his hat or his racquet. I well remember the surprise of a young lady when, in a certain family, brother sprang up to light the gas for his sister, and when the latter attempted to put coal on the open fire, quickly took the hod from her hand and did the work

himself. Every boy ought surely to feel a certain care over his sister, even if she be older than he. As a rule, he is physically stronger, and consequently better able to bear the burdens of life than she. There is nothing more charming than the chivalrous protection which some boys (bless them) lavish on their fortunate " women folk." And nothing is so attractive to other girls as to see a boy gentle and tender to

As for you, dear girls, you would never be sorude as to fail to acknowledge any courtesy which your brother paid you? If you would deem it extremely unladylike not to thank any person who gave up his God see fit, it may be instrumental seat in the car to you, or helped you in restoring the sick to health.

cross an icy spot on the sidewalk,

Persons dangerously ill are of

only rule of conduct that will bring you, to make sure that you have an dance with him at a party, surely you are eager to please him. To sew on a stray button, or to mend a rip in his gloves; to thank him for taking pains to call for you and bring you home from a friend's house; to bow as politely to him, and to accept him for a partner with the same pleasant smile which you would have for some one else's brother.

A boy should learn the habit of easy politeness in all circumstances, but if there be one place on earth where one should use freely his very best manners, it is in his own home. -Harper's Young People.

THE VOICE OF THE CATHOLIC CHURCH

pastor of one of the leading Congregationalist Churches of New Haven. Conn., and is a preacher of widealthough very modernistic-influence among the non-Catholic denominations. In a late discourse delivered before a gathering of Sectarian divines in Hartford, Conn., speaking of the Catholic Church, he took occasion to say that "for centuries" it has led its own following.

At any time of need it has not to wait. In the morning its voice may go forth to the ends of the earth. At midnight it may speak; and, as the sun rises the whole world round. the people shall listen. Before the ers of the earth it can appeal for millions of people, and in every tongue. It retains no temporal sovereignty: it cannot command the war to stop; yet its appeal has gone forth for the love of Christ's sake in behalf of the sufferers and the prisoners. The Church of Rome has voice, and it can make it heard even amid the storm of war. The Protestant Churches cannot. The voice of the Roman Church is one voice, as the voice of many waters; there is none to declare the mind of the Protestant Churches, though all would hear it spoken. Its voice is the murmurs of running brooks from distant sources."-The Moni tor

THE LAST MOMENTS

No moments are so supreme as the last moments of life; no journey is so great as the journey to eternity. The Church wishes the dying to receive all the spiritual help that she can give them. Through her representative, the priest, she forgives, encourages and strengthens those who are about to die. The priest should be sent for in good time in order that the last Sacraments may be administered.

When it is clear that death is inevitable, if the sick person is in any way he should occupy entirely with his God, abandoning himself to His Divine will, having absolute confidence in His great mercy, and making short, fervent acts of faith, hope, love and sorrow for his sins. If through physical exhaustion or want of mental concentration, he be unable to engage in prayer, somehimself St. Anthony quietly mounted the pulpit. Of course he had pregesting prayers or reading them for him in a slow, quiet, distinct manner, and asking him to follow in mind self obedient even unto death," he and heart. The prayers read should be in reference to faith, hope, love of wonderfully eloquent, inspiring, and God, and sorrow for sin. If he indicates that there is anything on his ers were moved almost to tears and conscience, let the priest be sent for again.

Those in the death chamber should try to control their emotions, allay From that day forward the fame of excitement and calm their feelings.
St. Anthony's eloquence spread like
They should bend all their efforts in a quiet, determined manner towards country to preach, particularly in the giving the dying all the religious assistance in their power. The room should not be crowded; anything mons and his miracles converted that may distract should be removed. or any person that may bring up evil memories should be excluded. The room should be quiet and religious, the attendants prayerful and in earnest. If there be time these preparations should not be left to the last moments. Have hely water, a blessed candle and a crucifix in the room. Have a prayer-book at hand, and be familiar with the

necessary prayers. If the dying can pray, encourage him to do so by suggesting prayers and aspirations; if he cannot, then pray for him and try to make him

When you think the end is drawing ear, put the blessed candle in his hand, adjust the crucifix so he can see it, if possible; sprinkle him and the room with holy water, and, kneeling down, begin the prayers of the dying. They can be found in most prayer books. If he cannot hold the candle let someone hold it in his hands for him. Repeat to him, especially at the last moment, short invocations, such as "Jesus, Mary, Joseph," "My Jesus, Mercy," "Lord, into Thy hands I commend my spirit, etc. If the agony lasts long, repeat the prayers of the dying or say the Rosary. Watch and pray until the

Extreme Unction is the sacrament of the dying. It is administered to those who are in danger of death from sickness, a wound or an accident. It remits sin, cleanses the soul from the remains of sin, and gives strength to the soul in that last hour when the faculties have become extremely weak, and human nature has lost its power to resist. Should

There is nothing that will take the place in our lives of absolute transparency, simplicity, honesty, kindness. The Golden Rule is the Persons dangerously ill are obliged

escort after dark, to take off his hat to you on the street, to ask you to making a good confession or receive to death and in slaughtering the ing the Viaticum with proper dispositions. As soon as there is evidence of a reasonable danger of death the priest should be sent for at once. The sick person is not always com petent to pass judgment upon his condition. A Catholic doctor or nurse or friends or relatives are the best judges. Extreme Unction must be administered by the pastor or one of the assistant pastors of the parish in which the sick person lives, except in case of necessity or when permission has been granted.

It frequently happens that, aside from the supernatural strength imfrom the supernatural strength in-parted to the soul by this sacrament, the natural results accruing from its the natural results accruing from its the natural upon his person the reception are very great. It brings composure of mind and easiness of The Rev. Newman Smythe, D. D., is conscience, and a will to accept the inevitable, which are very helpful in sickness .- St. Paul Bulletin.

CATERING TO SENTIMENT

Secular papers during the past week have given considerable prominence to some changes made in the ritual of the Protestant Episcopal church and to its revision of the Ten Commandments. The ritual changes are of importance only in so far as they show a yielding to modern sentiment in Protestant We say sentiment rather religions. than thought; for, surely thought is not back of the omission to mention original sin in the rite of baptism. baptism does not remit sin, then its purpose is done away with. The omission of "obey" from the marriage service is only the leaving out of an innovation introduced by the Anglican Church. The word which so many objected to is not found in Catholic rituals.

As for the revision of the Ten Commandments, that is not as startling as it may seem to one who reads only the headlines. A harmless shortening of the words in order to make memorizing easier for children scarcely deserves the prominence that has been given it. Were the Protestant Episcopal Church to Commandments, that would be a revision in the right direction. that is not to be expected owing to the strength of the ultra Protestant wing in the Episcopal Church. Despite the claims of some of its members to be Catholic, it is still ruled by those who are frankly out and out Protestants.

The ritual revisions spoken of are all in the direction of modern indifferentist sentiment. Insistence upon religious truths is deprecated. burial service is expurgated of all harsh reference to death. It seems to have been the purpose of the revisers to make things as pleasant as possible for those who listen to the service and to avoid offending sinners. There are some who expect our Catholic teachers to omit all harsh reference to sin and sinners. But the Catholic Church is uncompromising. She does not cater to the tastes of namby-pamby sentimentalists. For that reason she can never be popular in certain quarters. And it is just as well that she is not .- True Voice.

A COSTLY GAME

"War's a game which, were subjects

wise, Kings would not play at." spoken of the subjects of great kings of kings who think themselves so well backed, and fronted, and flanked men that they can defy world. But they are not true if spoken of petty kings, or of the great and wise kings of petty nations. The story of the present strife abundantly reveals this fact. Petty kings are bound to go to war whether they will or no.

The great ones of the earth are they that play at the game of war. They are playing with the lives and limbs of their people. And the people are bred and reared to believe that they are but doing their duty in laying bare their bosom and rush-

ing headlong to the slaughter.

The men of Europe are not wise. They have but one life to spend on earth. That life is theirs. It is theirs more sacredly and more intimately than house or land. It is theirs by sacred and inviolable right and no power on earth can wantonly invade that right. But force and folly in high places halt not at the Creator's bourn. They unite and rush in and fatten the earth with unavailing blood. How fearfully are not the words of the poet seer verified in this wild mutiny of murder? Why did not some supernal power whisper into the ear of each outrageous monarch the bloody

"War 'twixt you would be but a crucifix. "There, Father," said he, "are all my other books; that slain men Should solder up the rift ?"

are not all mad. Reason and right assisting at Mass, that I have made vet been able to demonstrate how have gained more true light than I reason and right can be made

Why is Europe a charnel house Germany wants a place in the sun. tion, not that they, especially those

of reason, or the severity of their Yet for half the money that Germany inhabitants of other nations, could buy more land than she could cultivate, and expand in all reason

able directions. If the subjects of the Kaiser were wise they could not be led forth to the slaughter. But pride and the thirst for futile glory have blinded the eyes of princes and people, so we behold the horrors of the

times.
Call up, if you will, a congress of the kings. Here they are, a dozen or fifteen of them. All are engaged in this bloody conflict. Here they scars of the fray. Every arm, every eye, is in its proper place. Nothing is wanting to their physical well-being. Why should they be bereft of life or member, while they have subjects to hurl against the guns of the enemy and immolate to the insatiable god of war? Here they are. Let them look around at the heaps of slain. Let them look out upon Europe reeking with carnage, and revolting the very vultures in the air, millions of human beings, flower of a whole generation, condemned to be the food of devour ing worms, and all because of that folly-a folly as ancient as the race itself-which makes it possible, yea, and honorable, and heroic for monarchs to play at war and immolate as careless trifles the lives of their too willing subjects. That's the game and were subjects wise, kings would not play at it .- The Catholic Transcript.

THE CRUCIFIX

Ever since our Lord and Saviour died on the cross the image of the crucified Christ has been an object of great reverence, especially among Catholics. In our churches, next to the Blessed Sacrament, the blessed crucifix holds the highest place of honor. The crucifix must, by positive law of the Church, he on or over Were the the altar during the celebration of the Holy Mass, to show us that that adopt the Catholic division of the sacred rite is the unbloody renewal of Calvary's bloody sacrifice.

The statues and paintings of the Blessed Virgin, of the angels and saints are properly honored, but in relation to the crucifix they hold a secondary place. In every truly Catholic home the crucifix is esteemed and loved. Sculptors, carvers and painters in all ages and countries. have gladly given of their talent and labor to express in marble, stone bronze, ivory or on canvas their ideal of Christ crucified.

The crucifix is at once both a book and preacher, speaking silently but eloquently of God's infinite love and mercy; gently pleading with out-stretched hands for the return of the erring ones, giving hope and comfort the weary and sick of heart and brain; and to the poor to the oppressed, to the outcast, to all the children of men consolation, peace Addressing his crucifix, the saintly

Cardinal Newman thus prays Better for me that Thou shouldst come thus abject and dishonorable, than hadst Thou taken on Thee a body fair as Adam's when he came out of Thy hand. Thy glory sullied Thy beauty marred, those five wounds welling out blood, those temples torn and raw, that broken heart, crushed and livid frame, they teach me more than wert Thou Solomon 'in the diadem wherewith his mother crowned him in the day of his heart's The gentle and tender expresjoy. sion of that countenance is no new beauty or created grace it is but the manifestation, in a human form, of attributes which have been from everlasting. Thou canst not change. O Jesus; and as Thou art still mystery, so wast Thou always love. I ot comprehend Thee more than I did before I saw Thee on the cross: but I have gained my lesson. As I adore Thee, OaLover of Souls, in Thy humiliation, so will I admire Thee and embrace Thee in Thy infinite

and everlasting power.' As the holy crucifix is a preacher and a book from which we all may learn, so, too, is it a source of inspir With the crucifix before our bodily eyes or mental vision we can effect great things and accomplish great results. When the great St. Bonaventure was teaching theology in Paris and attracting general esteem and admiration by his works, St. Thomas Aquinas went one day to see him, and requested him to show him what books he used in his studies. Then St. Bonaventure, conducting him to his little chamber, showed him some very common books that were on his table. But St. Thomas gave him to understand that he desired to see the other books from which he derived so many marvelous things. The saint then showed him a small oratory, with nothing in it this is the principal one from which I draw all I teach and all I write. They are cleaving Europe with Yes, it is by throwing myself at the trenches only to solder up the rifts foot of that crucifix and begging of with the creeping bodies of the slain. Him Whose image it bears the The champions of universal peace enlightenment of my doubts, and are on their side. But no man has more progress in the sciences and to would have done by the reading of

prevail between the nations of this world.

any books whatever."

We do not realize this, that while men study much and know but com today? It is because kings feel that paratively little, the saints content they are free to play with the lives and the treasures of their people.

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among them whose duty or office it was to instruct others or to defend the faith, neglected or despised the acquisition of human knowledge, but they gave the preference to divine knowledge, and esteemed, with St. Paul, the knowledge of the cross and of Him crucified on it above all mere human science and knowledge. We with them, must first seek God and His holy will, then all things else will be given unto us. daily pray that the last object our dying eyes shall behold may blessed crucifix.-St. Paul Bulletin.







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