

for herself and be a wrong to the children besides. Nor did she seem to have any clear idea of what she wanted to do in any other line. Finally, one night, I got out her school records and looked them over. They were just average. If there was strength anywhere it was in the commercial subjects. She had also shown very good ability in the farm business transactions, for a young girl. She liked grown-ups and got on well with people.

"Martha, how should you like business life?' I asked the following autumn. Her eyes brightened a little. 'I should like it, mother, I believe, if I knew anything about it, but you know I don't, except for the farm business.'

"The upshot was that we sent her to business college, where she began to find herself, graduating quite creditably. Then we made a survey together of the various business openings, having regard to the qualities each demanded and the scope and opportunity for self-development offered, more than to the immediate money returns. Finally she secured a desirable one, and with it her opportunity. She has made steady advancement, and is doing as well and is just as happy as the others are on the farm. But it took a good deal of thinking and watching of tendencies and talents and the various kinds of work from among which to help her to make a choice. For after all that is all even parents can do. No human being is wise enough to say to another, even his own child: 'Do this as your life work.' All we can do is to help them *to see*."

Look over and polish up your lesser jewels too—neglected or undeveloped talents for social life, music, conversation, story-telling, drawing the best out of others, out-door interests and recreation, good citizenship in church, school, community and state.

Health is the setting for your diamonds. Guard it if vigorous. Build it up if weak by an intelligent study of the body and its needs and management. If the setting is not what it should be, much of the beauty and effectiveness, even the safety of some of your gems, may be imperilled.

When you have made a survey of your diamonds, big and little, cut them, polish them, invest them in such a way as to get satisfactory returns in real life values.

Do your own thinking. If you don't, some one else is going to do it for you. The one who does the thinking is more than likely to gather in the rewards.

Farm your own diamonds!

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## CO-OPERATIVE MARKETING.

MRS. W. N. GLENN, HENSALL.

Co-operative marketing means the selling of our products through a central office that places them on a consuming market, when, where and as required, and the storing of the surplus until such time as the consuming market is ready to take more at a reasonable price.

For some time we have been complaining bitterly, and with reason, about the low prices we receive for our products, but it is only lately that many of us are beginning to see that we are losing far more on what we have to sell than on what we buy. Unless a farmer is making extensive improvements on his farm, he will usually sell twice as much as he buys. If he is a large farmer, he may sell ten times more than he buys, and consequently suffers a heavy loss on his products.