

## TEA TIME TALK

(BY WILMA J. MARCH)

Last week the book "A Fortune to Share" was discussed in this column. Now let us consider "Wake Up and Live", by Dorothea Brande, one of the best sellers of last year. This outstanding book tells the story of how one can "get by" fooling himself that they are doing their best work, when this is far from true. Mrs. Brande attended the Universities of Chicago and Michigan; was a reporter for several Chicago papers, later becoming circulation manager of the American Mercury in N. Y. Step by step she climbed, joining the staff of the Bookman as associate editor and later holding the same position with American Review. During those twenty years she wrote forty-two articles and short stories, none of which were startlingly successful, but after she discovered and took advantage of her full capacity of talent and capability she produced three best-sellers in three years. She is the brilliant author of "Becoming a Writer", 1934; and "Most Beautiful Lady", 1935, and lastly in 1936 "Wake Up and Live". But even these are not her only achievements. She is known widely as a lecturer and conducts a nation-wide correspondence class as a teacher of fiction writing. She has been literally besieged with letters telling how this last book has helped to arouse hibernated ambitions, solve problems, conquer fear and build up confidence. Folks from every walk of life have lined up in its praise. Before it greeted the public, even while it lay in manuscript form, it gave such a degree of confidence to the young woman who typed it for the printer that she actually found herself doing what she had always dreamed of doing. She gave up her job as a typist and in less than two months had her own typewriting agency, employing three typists. And on down the line of timid, fear-filled souls who were afraid to venture because they lacked confidence, under-rating themselves and thus inevitably failing.

Reading this book one can see a reflection of himself in the cases which are explained so simply. One is astonished that these facts have not presented themselves before. They really have but folks are blind to the symptoms. The keynote of the whole book is "Act as if it is impossible to fail: then you cannot fail. It is futile to say that one is less happy when they are free to do their best. Dorothea Brande found herself unhappy and dissatisfied with results. She had floundered amongst her various efforts of work, feeling that she was getting nowhere. Then came a lucky break. She happened to read "Human Personality", by F. W. H. Myers. It started a new trend of thought which had been latent and almost in the wink of an eye she was a different person. In the introduction of her book she states "Every aspect, attitude, relation of my life was altered. At first I did not realize that. I only knew, with increasing certainty from day to day, that at last I had found a tall-man for counter-acting failure and inertia and discouragement and THAT IT WORKED. That was quite enough for me! My hands and my days were so full that there was no time for introspection". Mrs. Brande found too that its magic was not limited to any field of endeavor but to every field where it was applied. She soon found that the timidity and fear which had crippled her efforts had vanished and she was a free person, free to get the most out of every opportunity. She found too that opportunities began coming her way more often. She states that she found herself no longer driving herself to do things by sheer force of will, power but began to perform her work with a keen joy and enthusiasm. True, as every writer knows, the most difficult thing for an author to do is to conquer his or her cowardice or feeling of putting off things. Mrs. Brande discovered that human beings defeat themselves through their will to fail. People fear the worst, the things that never happen, the dark clouds forgetting that they have a silver lining. If the truth were known, it is fear that defeats most people. They fear things that never happen; they fear

the worst and they fear the impossible. But most of all they under-rate their own worth, not verbally but within themselves. This value unconsciously is put across to others and a complex is the result. Mrs. Brande calls it the Will to Fail. We acquiesce, drift with the current and inevitably fail to do our best. She states in the opening sentence of the book: "With the time and energy we spend in making failure a certainty we might have certain success". It takes effort, energy and time to fail and why not put those things to a better use? She quotes the words of Emerson as proof of her findings: "Success is constitutional, it depends on a PLUS condition of mind and body, on power to work, on courage."

The first step in overcoming this Will to Fail is the realization of its existence. Look this power to fail straight in the face and begin the fight to exterminate it. Then turn our back on the field of battle and know that the victory is ours. Then one must muster together their forces to succeed and make a "formula" to follow. Mrs. Brande offers the formula of imagination used in constructive channels, and the willingness and determination to overthrow old habits which are hazards in the pathway of better things. Then too, one needs the stick-to-it-iveness to finish worthwhile work. Mrs. Brande states that acting as though it is impossible to fail and putting the formula into work properly will give satisfactory results in any life that is not more truly dedicated to failure than to success.

With the New Year at hand why not get this interesting book and try out the formula of bettering yourself. Too much contentment in one's affairs can sometimes smother the desire to grow and progress.

### Adulteration of Maple Products

One difficulty which confronts the inspectors of the Fruit Branch of the Dominion Department of Agriculture in their efforts to stamp out adulteration of Canadian maple products is the use of fictitious names and addresses on the part of dishonest traders. This practice is well illustrated by a recent case which entailed a case extending over several months throughout the province of Quebec and Ontario, by officers of the Royal Canadian Mounted Police, ending in the arrest of the offender in Toronto and his appearance in court at Montreal where he was sentenced to pay a fine of \$200 and costs or serve two months in jail.

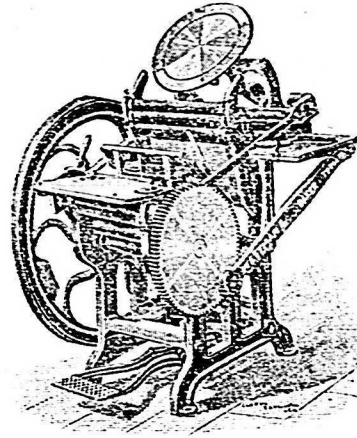
On May 4, 1936, an inspector of the Fruit Branch took a sample of sugar on Byward market, Ottawa, labelled "Maple Sugar, 100 per cent pure, made by Joseph Lafleur, St. Eustache, Quebec." A letter was written and addressed to Joseph Lafleur, but was returned marked "unknown." It was, however, later found that the owner of the maple sugar was driving a car with a Quebec 1936 license. Through the car registration the real name of the vendor of the maple sugar was discovered, and as he failed to appear in court at Montreal where he resides, in answer to a summons, a warrant was issued for his arrest.

In the meantime, other samples of sugar were taken in several parts of Quebec under various manufacturers' names but all eventually pointing to the same operator. In one instance, a fresh motor car number was encountered, but that was because the operator had taken his own car into a garage for repairs and used another car for the day's work. The search for the man was made through the Eastern Townships, then into the Timiskaming area of northern Ontario, and from there to Toronto where he was arrested. He was taken to Montreal for trial and sentence.

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