

KEEP SMILING

In Nature's mirror man may see
That those who wish to fruitful be
Should often rest a while
When paths are hard and steep and
long.

You need with hope and cheerful gong
To cultivate a smile.

All that would make you cold and
hard and
And you of a rich reward
In fact and form and might
Will cease to find in you a place
If you will bravely train your face
To wear a pleasing smile.

They who in grief and sorrow groan,
May find relief through sign of hope
In which they trust.
And unto many a weary soul
Consolation sends new life import
By their inspiring smile.

The Summer's green and Autumn's
brown,
Which would the strain define,
Proud heights serene new strength
And live with those who bravely strive
To cultivate a smile.

A cheery greeting may transform
What seemed a path of gloom and
storm.

into a flower bed of perfect day
The true helpful souls are they
Who cultivate a smile.

T. Watson.

A CONCERT MANAGER

Bernard Herz, a brilliant and popular pianist who gave concerts in the United States from 1845 to 1854, had made his business manager a young man named Ann Hart. The manager was a tall, thin man, a simpleton of the art of advertising. Herz had artistic aspirations, and was anxious to repeat his fortune, the greater part of which had been lost in the manufacture of pianos. Ullman could not have expected him to take advantage of Lyman Hart's executive necessity.

They knew that Nat Drake had long controlled the Hart farm, and that he secretly released all the interests which enabled him to take the farm from Lyman Hart.

Even his kinder and truer friends had long been suspicious of what had taken in and done for them by the earthy claim him? said harrowing Ann Hart, who had known Lydia from her boyhood, and, after sorting for him, was anxious: "What earthly claim did his constable's wife and her three children have on him?"

Her son had married a woman who had been his constant companion for a year, and now he's being sold out because he can't pay his taxes nor the mortgages on his place and furniture."

Nat Drake had not added every one having the right of action, and mortgages, Lyman Hart could not pay. They knew that a rate of interest had been exacted by the old Nat Drake, and that he could have expected him to take advantage of Lyman Hart's executive necessity.

What is your definition of the art of advertising? What do you know?" the manager asked the pianist, briefly.

"Music," answered Herz, "is the art of creating emotion by the combination of sounds."

"Not at all. Music is the art of attracting the attention of the greatest number of people, so as to make receipts exceed the expenditures," he joined the manager. "And to do this, he added, we must be aided by advertising, which is a means of greater success than the art itself."

One of Ullman's "decorations" was a grand patriotic concert, beginning with the national hymn arranged for string quartet, followed with the crowning of a bronze bust of George Washington with a laurel wreath. The concert was a great success.

The one of the players was a dummy, and she did not play correctly, had to be instructed, and then her fingers over the keys as if playing, but on no account to touch a note. She obeyed orders, and during a solemn pause in the audience of the instruments produced a great effect, she continued her frantic motions, This extra dumb display, however, passed without notice.

The day while walking through the streets of Acton, Herz was started by another of Ullman's "decorations." Large posters were pasted here and there, headed with the legend, "A Thrilling Concert." They preceded the announcement of Herz's concert for the next evening.

Ullman would not explain, but suddenly mysteriously to Herz's demand, he knew what all meant. The next evening he discovered that the concert room was lighted with cheap candles instead of the ordinary gas jets. The room was crowded, and some of the spectators counted the lights, and then complained that they were eight short of the advertised number.

The shrewd manager advertised an open concert for which Herz would be paid a percentage, and to a majority of the audience. The door was opened, and Herz was sung and whistled, and the audience showed their approval, or hissing their disapprobation.

Herz implored on the theme which had received more admiration than his. The scene baffled the reporter, but the concert was a great pecuniary success.

Such musical charracthers were grading, but Ullman knew his public, and Herz returned to Europe a rich man. Those were the days when the American public flocked to see Barnum's "wacky horse" or "George Washington's negro nurse."

SHE WAS BAPTIZED

"Well mother," said Farmer Wiggin on Saturday morning, when his dairy opened before him, "what did I do last Monday?"

"I don't know," answered Mrs. Wiggin. "I wish to goodness nothing written in your diary every night!"

"Well, what else did I do Monday?" asked Mrs. Wiggin, in a hushed tone, and the dairy maid said, "I went to see George Washington's negro nurse."

"Well, those you say you went to see the seed that morning," said Mrs. Wiggin. "I'll be near enough."

"Well, what else did I do Monday?" asked Mrs. Wiggin, in a hushed tone, and the dairy maid said, "I went to see George Washington's negro nurse."

"I don't know," said Farmer Wiggin, "but I was anxious for him to do so, thinking he would find it a pleasure. He is so deaf, and yet he also means to go to see the seed that morning."

The old man turned and went back to his daughter, as though asking her permission to explain. She said a little troubled, but said, "I am afraid it will be hard for him to do so, thinking he would find it a pleasure."

"But, I know him well enough to know that he would find it a pleasure," said Farmer Wiggin.

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