

**GETTING OUT OF SNARLS**

By THOMAS ARKLE CLARK  
Dean of Men, University of Illinois.

CORNELIA, a little twelve-year-old neighbor of mine this summer, had had her hair washed, and now as I sat outside on the porch of our cottage trying to compose a letter, she was inside with Nancy getting the snarls out. This was a result wrought with no little expenditure of time and pain, for the child's hair was long and heavy and furnished infinite possibilities for tangles.

I gathered from the conversation as it came to me rather disconnectedly through the open window that Cornelia had an engagement that required her immediate attention. She was going horseback riding, or was driving into the village for a sandwich, or had something much more pleasant in mind than getting the snarls out of her hair. She was of the opinion that if the surface were brushed lightly ultimately the deeper seated tangles would work themselves straight. She objected to sticking until the work was done.

But Nancy was firm. "It's got to be done now," she insisted. "If you don't get 'em out at the start, they get worse and worse, and they hurt more by and by." And so Cornelia submitted and came out in due time, her blond hair all wavy and shining.

There are a good many people who hate to get all the snarls out at the beginning. There was Higgins, for example, drifted along at the first of the semester slighting his conjugations and his declensions and paying little attention to his idioms and his irregular verbs until finally he found himself in such a mental tangle that the snarls wouldn't come out, and he ignominiously flunked the course.

It was the same way with Simons. He was a fine athlete with every prospect of making the team, but he didn't quite understand the beginning of his analytics. He trusted to chance to work out his difficulties, and the result was that when fall came he was ineligible and his absence probably lost us the conference championship.

The time to do a piece of work is when it is assigned. The time to solve a difficulty is when it arises. Well begun is often very much more than half done, and this is especially true of the beginner in business. If there are any snarls in your work get them combed out immediately. Otherwise the result is failure.

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