

Dale Carnegie

Author of "How to Win Friends and Influence People."

MEN ARE ONLY HUMAN

You've heard of William McKinley Martin, Jr., the president of the New York Stock Exchange. When I talked with him in his office on Wall Street, his desk was not cluttered up with papers and important documents. There was nothing but a small scratchpad.

As he talked he held a paper-



weight in his hand. But it was not an ordinary paperweight. It was a stone. On one side was a copy of the Aztec calendar from Mexico. He said that this ancient calendar helped him forget his troubles, for it made him realize that trouble is fleeting and that time is eternal. When he is upset over some problem he looks at his paperweight calendar and remembers that this trouble will pass.

Mr. Martin said that, as a student, he wanted to attend Yale, and to distinguish himself in athletics. His almost overwhelming ambition was to wear the letter "Y." When he saw anybody with a "Y" on his sweater, he followed him down the street, almost worshipful. But he never had quite enough courage to go up and talk to so great a hero!

At last, he arrived at Yale. Now was his big chance. Too

light for football, he lined up with the baseball squad. He allowed nothing to keep him from practice. His freshman year passed, and he was not on the team. Came his sophomore year. He failed. Here he was half-way through college and no Y in sight. But he determined to have that letter in spite of his failures.

So he lined up with the tennis team. He was going to get on this team, if it proved to be the last thing he did in this world. Back in St. Louis, he had been a good player, but here he met far more dangerous competitors.

He practiced batting balls against a wall, hour after hour. He practiced all summer; he practiced all winter. When his junior year came he lined up with the tennis players, working his way through the try-outs to the finals. For his opponent, he drew the best tennis player in Yale. If this man eliminated him, he could not enter the Varsity games. The night before the game, Martin could not sleep. His nerves were shaky. Then suddenly he realized that what he was really afraid of was not the man, but the man's reputation. So he said to himself, "Look here, am I playing a man or a reputation? I'm playing a man. He's only human. I can't defeat his reputation, but I can defeat him."

Mr. Martin told me that this

thought caused a change in his mental attitude. He went to the game and won. Triumphant.

He won the class tournament. He got his "Y."

He told me that this experience taught him one of the most important lessons of his life.

Nearly every time, what we are really afraid of is not the man himself, but his riches, his reputation or his fame. Forget these. A man is only human. Play him from that angle.

Birds are caught and eaten by a giant spider of the South American jungles.

Well Drilling

Beginning November 24, I will have one of my well drilling machines located at the home of Joe Groce in Yadkin county. Among the wells I have recently completed is the one at the CCC camp in Elkin, which furnishes about 25 gallons per minute, and two for Miss Vera Sawyer, of Westfield.

I have been drilling wells in this section for the past 25 years and during that time have drilled in 45 counties of the state. I now have four modern machines and am well equipped to drill wells from 4, 6, 8 and 10 inches in diameter.

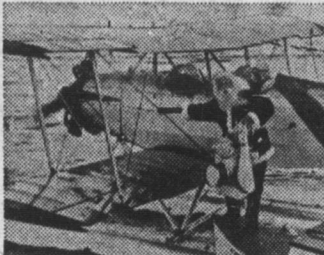
R. E. FAW,
Hickory, N. C.

Santa Claus Gets Around

● Busy Kris Kringle doesn't fight modern inventions—he uses them!



Down Florida way where the chambers of commerce require that everything be different, Santa goes to work on an aqua-plane.



Donner and Blitzen can't fly through the air like a plane, so old St. Nick tries a new wrinkle.



Here he pops up in a railroad engine—



Then, again, he abandons his toy bag and travels in an automobile—



But in the end he goes back to reindeers. Can't get along without 'em!

3 Christmas Islands, Harbor, Cove, Sound, Are Found in Atlas

Not one, but three Christmas islands will celebrate the Yuletide this year, all of them under the British flag. The first is located in mid-Pacific and is really a submerged mountain 15,000 feet high with only its top above water. The second, in the Indian ocean, is forest-covered and had a population of 40 when the last census was taken in 1898. The last Christmas island is near Cape Breton in the maritime provinces of Canada.

France has a Christmas harbor on Desolation or Kerguelen island about 2,000 miles southwest of Australia. The United States has a Christmas cove near Boothbay harbor, Maine, which is a summer resort.

There is also a Christmas sound near the southern tip of South America about 120 miles northwest of Cape Horn and located in an island belonging to Chile.

1939 Toys Sprout Wheels As Kids Imitate Parents

Today's civilization-on-wheels has revolutionized the Twentieth century toy industry. Several decades ago children played with paint sets and cut-out dolls. Now girls and boys want wheel goods. The desire to have an automobile like dad's is so great that toy auto manufacturers must change their designs as soon as new models appear. Velocipedes must be streamlined, scooters must have pneumatic tires, and doll carriages must be of the latest baby buggy designs.

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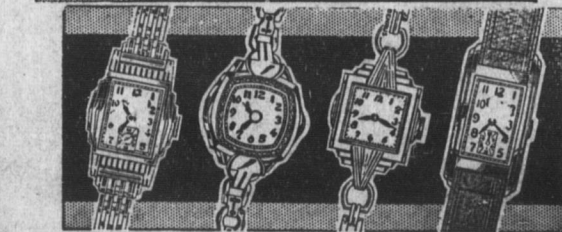
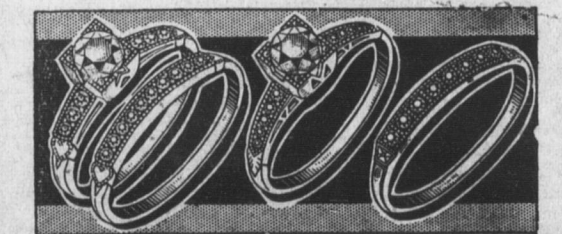


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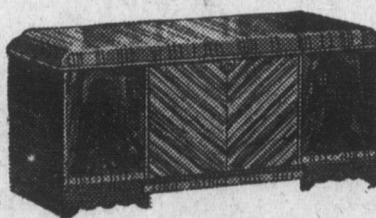
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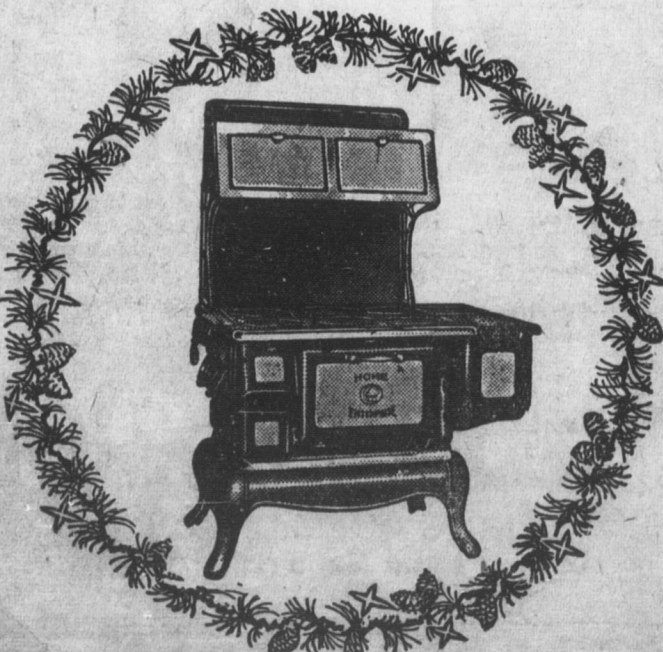
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