

Dale Carnegie

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



GETTING A JOB

During the panic of 1891, a young man in Chicago had to have a job when no job was to be had. This is how he got one! Theodore Dreiser, from Warsaw, Indiana, author of "An American Tragedy," wanted to become a newspaper reporter. He applied to every paper in Chicago. Everywhere he was given the same answer. They were letting men off, not taking them on. But Theodore meant to be taken on! When he arrived at the last paper—the Chicago Globe, he said:

"Well, I'm going to stay here until you need a man." The managing editor shrugged his shoulders. Ridiculous! But Dreiser sat down. The next morning he was there exactly on time. He went to lunch when the others did; he came back when they did—and stayed as late.

Meanwhile he studied the paper. Plenty of time, for that!

He talked to the other reporters, and learned how they went after news, how they "handled" it when they returned. Then he studied how it was presented by the rival paper. Day after day went by. A month passed. And then it happened! The Globe needed a man. Of course they took the one sitting there. They were convinced of his earnestness and knew he had been conscientiously studying their paper. He was sent to cover the Democratic National Convention.

He knew nothing of politics, nor how to get political news. It wasn't the kind of assignment he wanted, but he determined to make good. He found that the reporters hung around a certain bar, met politicians, and got "hot tips." Dreiser didn't know enough about politics to distinguish a hot tip from a dog's nose.

By chance he fell into conversation with a man who turned out to be Senator McEnty from South Carolina, a powerful politician. McEnty liked young Dreiser and invited him to lunch. They got better acquainted. Then an incredible thing happened.

The senator said, "I like you and I'm going to give you some news all those fellows would give their ears to get. Everybody wants to know who is going to be nominated for President. Well, I happen to know. That person is Grover Cleveland."

Dreiser rushed back. The managing editor was flabbergasted. Had this rawboned, cornfed cub from Indiana been the first reporter to get this sensational news? Impossible! But the story was printed. The young man who couldn't get a job, but only had a job, but a scoop. Dreiser's career dated from that day.

RONDA

Mrs. F. T. Moore and Mrs. O. D. Bentley were business visitors in North Wilkesboro Monday afternoon.

Mrs. C. C. Tharpe and daughter, Susie, and Miss Lorraine Tharpe visited in Ronda Monday. Friends of Mr. Elbert Bradley will regret to learn he is very ill in Wilkes hospital.

Mrs. W. S. Edwards and Mr. and Mrs. Roland Jones and children spent Thanksgiving day with Mr. and Mrs. Robert Edwards at their home in Wilkesboro.

Mr. and Mrs. Blain Martin had as their guests Thanksgiving day his mother, Mrs. Sanford Martin, and sisters, Mrs. Eva Martin Edwards and four children, of Winston-Salem, and Mrs. R. M. Yale, of North Wilkesboro.

Misses Ruby and Margaret Poplin, of Winston-Salem, spent

some time with their parents, Mr. and Mrs. J. A. Poplin, during the holiday season.

Mr. and Mrs. Ralph Martin had as their guests Thanksgiving Mr. and Mrs. Maxwell Cox and Mr. and Mrs. Burwell, of Charlotte.

Mr. and Mrs. M. S. Pardue had as their dinner guests Thanksgiving day, Mr. and Mrs. Marvin Walls, Mr. and Mrs. F. T. Moore and Mrs. Lawrence and niece, of Elkin.

Mrs. T. W. Church, of Elkin, was a business visitor here recently.

Mr. and Mrs. Charles Mathis and children, of Winston-Salem, are spending some time with relatives here.

Friends were saddened by the death of Mr. E. C. Sparks last Saturday. The funeral was held at the home Sunday afternoon at two o'clock by Rev. D. B. Mullis and interment was in the cemetery here.

Rev. and Mrs. D. J. White spent Thanksgiving with their son, Mr. Dolly White, and family, at Cycle.

Much More Painful

Very Old Father: "There is nothing worse than to be old and bent."

Very Young Son: "Yes, there is, dad."

"What?"

"To be young and broke."

If You Must Know

An intelligent mother is one who realizes while Christmas shopping, that she must get the children something for their father to play with.

A Christmas Snowstorm

By Sarah Jane Clark

THREE hours late, the snow-bound train reached Chicago. Mary Lou gathered her baggage together and took the bus across to the other station, to find her connecting train had left on schedule. The folks would drive in to town to meet the train unless she could head them off.

Her message put through, Mary Lou sank down on one of the benches to collect her thoughts and make her plans until train time. Five o'clock, and no train until 9:30 the next morning.

"Going out soon?" a cheery voice near her asked. She looked up to find the chief usher standing beside her. A middle-aged, friendly-looking fellow. Mary Lou told him of her missed connections.

"Here, Eddie, look at this!" a red cap interrupted her story. He was leading a three-year-old child, a dear little girl with big blue eyes and yellow curls.

"What are you doing with the kid? Is she lost?" Eddie asked sharply, turning away from Mary Lou.

"Might as well be. She came in from Denver, in charge of the stewardess. They missed the train north, and the stewardess is celebrating Christmas by having her appendix out, emergency case. They told me to turn the kid over to you," the boy grinned as he handed her over to the chief usher.

Eddie took her clumsily. "See here, what can a bachelor like me do with a kid like this?" He looked appealingly at Mary Lou.

Mary Lou's eyes filled with tears. Then she held out her arms toward the youngster. "What is your name, dear?" she asked.

"Annette Pollard. I am three years old and I am going from Cheyenne to Rio, Wisconsin, to my grandma Pollard. My daddy is there." It was a lesson she had been taught.

Mary Lou held her close. "I had a little girl almost as old as Annette when she died," she said brokenly to Eddie. "Let me keep the child



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PHONE 42

ELKIN, N. C.



Mary Lou heard the voice of Annette's father.

tonight, and take her to her home. I missed the same train she did."

Eddie studied her face. What he saw satisfied him. Still he hesitated for a moment. "That sounds good to me. But I'd better get the conductor to authorize it."

IT WAS soon decided that Mary Lou should keep her. But she must not leave the station. "It won't be very comfortable for you, ma'am, but the kid can curl up on a bench here and be dead to the world in no time. There are some rocking chairs in the far room there. Why, of course there are some cots there, and baby beds."

"We ought to telephone the child's relatives," Mary Lou suggested.

"Of course we should. Here is the address and telephone number. You do it for me, will you, please, ma'am? I've got my last minute shopping to do. I'm mighty glad you came in on this train. Eddie'll take the kid while you telephone to Rio," and the conductor was off, after turning over the child's money to Mary Lou. But not until Mary Lou had made him promise to send a big doll back for the child's Christmas.

"We'll let Annette say hello to her daddy herself, if she wants to," Mary Lou exclaimed. And so it was done. Mary Lou heard the voice of Annette's father, tense with concern, and then joyful as he realized where his baby was and heard her childish treble over the phone. "Her mother's parents sent her back here to have Christmas with me. Her mother died two years ago," he added.

The sun was shining dazzlingly bright the next morning when the train stopped at Rio. The red-haired man who was waiting expectantly on the platform had only time to thank Mary Lou, and get her address, before the train pulled out leaving him holding Annette as she waved a good-by to Mary Lou.

But the trip home was much easier. Mary Lou forgot the burning pain at the loss of her own little daughter, the aching loneliness since her own husband's death, as she remembered the soft kiss of the baby lips of the motherless child who had been in her charge the night before. And the look in the face of Annette's daddy made her sure she would see Annette soon.

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