

"And say how very sorry I am that I cannot accept your very flattering offer," she continued quite calmly, with a critical glance at the table.

"Miss! Jane! Jane Ann!" three voices exclaimed, in three different keys, of incredulity, indignation, and reproach.

"Can't accept my offer, miss! May I make bold to ask why?" Mr. Watson stammered, after a minute of suffocating silence.

"Well, Mr. Watson, the fact is I'm married already," Jenny replied with a blush. "Ma begged of me to fix an early date, and a Wednesday for my wedding, so I married Phil Methuen this morning."

"Married!" roared the earl.

"To that miserable pauper!" shrieked the countess.

"Fooled, swindled!" yelled Mr. Watson.

"Tea is quite ready," said Jenny, "and here's Phil. Come and sit here, Mr. Watson, and let me introduce my husband to you. Don't blame poor pa, he didn't know anything at all about it; he doesn't quite understand it yet. You see, the fact is, sir, I'm only a working girl; I've been one all my life, and even ten thousand pounds and a villa at Brixton wouldn't make a lady of me!"

"No, my dear, for the best of good reasons, that

you're one already. Ladies are born, not made either by title or money," Phil said, glancing proudly at his bride. "I'm a working man, too, and I'm proud of it, but, my lord and my lady, I'm something else too, which may, perhaps, give you more pleasure than it has given me. I'm the only son of Gerald Methuen, the late earl's friend, and heir to Mount Mulberry and all it contains. Forgive me, Jenny, dearest; you had your romance, I wanted mine too. I wanted to be loved and married for myself alone, but I am none the less proud and happy to be able to restore the old home to its rightful owner;" and he bowed to the old earl, who was looking completely bewildered. "You, my lord, and your ladyship will occupy Mount Mulberry, and when you invite us, Jenny and I will pay you a visit; now there's nothing more to be said except to wish us joy, and shake hands all round."

"You must forgive me, pa," Jenny said, seizing her father and kissing him heartily. "There's no use trying to hold out, because you see it's no manner of use. Come, cheer up, ma; Lady Jane Methuen sounds a good deal better than Lady Jane Watson. Besides, it's my first offence, I never rebelled before and I promise never to do so again;" and she never did in quite the same way.

H. B. D.

THE ART OF GETTING ON IN BUSINESS.



IS it an art, or but a persistent attention to one duty in life? Still, to every earnest young man or woman launching out of the home circle, and especially to those intending to devote themselves to professional or commercial pursuits, the same question always presents itself:

"How am I to get on in the career I have chosen?"

In whatever station, a constant and steady application of one's duty, to one's neighbour, one's employer, and one's-self, at once presents itself as the golden rule, "How to get on," not only with the world, but with self-content and comfort. If this rule be followed conscientiously, material welfare may not immediately result, but ease and happiness will. The first departure from it becomes the first step on the downward road to failure, and fortunate indeed will it be if simple failure in getting on be the only result. A few trite maxims, with instances of their application, or want of application, present themselves as the readiest guides to the golden rule referred to, and many of them will be applicable both to domestic and business life. But let us confine ourselves first to the business aspect of the question, and, supposing our beginner just launched in a career, give some guides for future conduct.

Be punctual.—A stoppage for "lost time" or a fine for late attendance will not condone the fault or remove the bad impression given to those employing you. You may be a very small cog in the business

wheel, but the cog, however small, must always be in its place. Many a train has been lost by a master owing to the absence of the lad who should have carried the parcel to it.

Carry out your orders implicitly, even if you think your master is making a mistake, and execute them to the best of your ability. Your master must be supposed to know his business best, and if he has been wrong, your time has been of less importance than his, and he will think better of you for having made the trial. On the other hand, if the work had been done your way, and turned out wrong, the irritating excuse, "But I thought," would soon have been found to make matters worse.

Don't be impatient when shown you are wrong, or when you are told how to do a thing, even if you think you know. Nothing wearies a superior more than the exhibition of feeling, whether expressed in manner or by the petulant "Oh, bother!" of young people. "I know" soon gets let alone, and either remains untaught, or, like Little Uzbek, in "Tales of the Sixty Mandarins," has to learn by bitter experience.

Always keep your temper, even if unjustly accused, and be civil both to those above and beneath you. "A soft answer turneth away wrath," and silence with an angry employer is best, for you can justify yourself in calmer moments. Such an instance occurred recently in an accountant's office, when the principal accused a clerk of causing a heavy loss by not attending to orders. In the heat of the moment a denial would have been

followed by dismissal, but two days after a modest presentation of the principal's memorandum (from which the order was omitted) not only brought an apology, but was the prelude to promotion.

Don't be above your work, or mind doing little things—they are steps to something greater. It is an every-day occurrence in large offices for juniors to be passed over when vacancies happen with the remark, "He does not do his present work properly, and cannot therefore be trusted with better." It is not often that a false pride has been conquered in the amusing manner in which a manager cured a junior clerk, who, on being asked to take a bundle of papers to another office, responded: "He had not been engaged to carry parcels." Instead of dismissing him for his impertinence, the manager said, "Oh, get your hat and come with me;" and the lad, to his dismay, found himself walking up the street by the side of his superior, who himself carried the parcel. The lesson went home, and it was not long before the culprit was begging to be allowed to take the package.

Don't be afraid of trouble—what is worth doing at all is worth doing well. The temptation to "scamp" work in order to get it over or to find time to play is very common, but its effect is always disastrous. Even if you do not obtain a character as a careless workman, the habit will speedily grow to an extent which will prevent your being able to do good work, even when so disposed. "It's not worth while to take the trouble," or "What is the good?" are both sayings far too common—they are indications of a lazy mind, and their exponents *never* get on.

Keep yourself clean and tidy, and your tools and papers in proper order. A lad who is always presentable is sent about more than an untidy one, thus getting more knowledge both of his work and of the world. To have tools and papers always to hand and in order will save time and worry both to yourself and others.

Before commencing anything, have all your materials and tools collected, and to your hands. Nothing is more annoying than to have to jump up in the middle of work to seek a missing tool or book; the attention is distracted, the mind unhinged, and frequently the work has to be begun afresh, even if mind and hand have not lost their cunning. We may laugh and joke at tales of workmen who come to look at a job, come again to find an important tool is missing, and so on, until the job is "spun-out" indefinitely. It may be very well for the workman when paid by time, but he does not do it when on piece-work (unless, indeed, he has got into the habit, and cannot break himself of it, when he becomes himself the loser). But reverse the position—those who have to pay for it or suffer the annoyance do not see the joke; and at the best, the man spoils himself for a master's or a better position.

Don't waste your own and your employer's time, or his materials. It is only equal to stealing. Place yourself in your employer's position, and consider what you would do with a servant who so acted.

Always give your best work, even if you think the present reward to be inadequate. "I'll only do what

the pay is worth," is a saying often used, but almost invariably breeds distrust, and often results in no work at all. An instance of this came under the writer's notice in the office of a large publisher, who was in the habit not only of requiring good work, but of paying a good price for it. A very good engraver had an introduction, and was asked his terms for engraving an illustration. With the object of entering into business relations, he named a very low price, and the publisher, though surprised, determined to give him a trial. But the engraver, after leaving, made up his mind only to give what he thought the payment to be worth, with the result that he never received further business from the house in question.

Never promise to do what you cannot perform, no matter whether the reason be want of time or want of capability. Failure from the latter cause would be disastrous, even though it arose from over-rating your powers and having attempted to do too much; and even if want of time be known to be the reason, you will be mistrusted on another occasion. Besides, there is more than a probability that lack of time will be taken for lack of capability.

Learn all you can from those about you, and be only too willing to assist those above you. In so doing, you will be qualifying yourself for a better position when the opening presents itself.

Teach your juniors as you advance in life. There is no greater mistake, nor a more common one, than the notion that in doing so you would be training a rival to yourself. Every great actor finds it necessary to have an "under-study" to take his or her place in the case of illness; and the same applies in business life. There is great comfort in feeling there is someone able to assist you, or to, in a measure, "keep things going" when absent in holiday or sickness. It may operate, too, in another way, as shown in the following instance. Branch banks of any size are conducted by a manager assisted by a deputy manager. The death of the manager of a branch of a large bank rendered it necessary to appoint a successor—and naturally that should have been the deputy. But no; he had trained nobody to take his place—consequently, a deputy manager from another branch was appointed over his head.

Don't carry idle tales, or make unnecessary trouble for your superiors, but rather endeavour to smooth matters. You will create enemies amongst your equals by tale-bearing, and only annoy your superior by the latter habit. If anything is going wrong, a little trouble or quiet word of remonstrance to the offender will often put things right, nor does it follow that the absence of trouble to your chief will not be appreciated and placed to its true source.

The business side of the Art of Getting On has been considered in the preceding, but there are some maxims which particularly relate to general conduct.

Be honest. The number of temptations to dishonesty in all walks of life are innumerable, and almost always without exception arise from a craving for indulgences beyond those permissible to one's proper station in life. The moral sense of the child who steals pence wherewith

to buy fruit or sweets soon becomes blunted, and the descent is easy to the taking of larger amounts for greater and more injurious luxuries. And it is curious to notice how common it is to find that people who would not on any account take money have no scruple in appropriating things which cost money—postage stamps, for instance.

Live within your income, and never run into debt. It is very easy to run into debt, but even if ultimately able to pay, you will always be a loser, either in an increased price for what you require or in the quality of your purchases. And if not able ultimately to pay, ruin must ensue, whether from the action of creditors or from the temptation to gamble or embezzle to make good the deficiency. Unfortunately, the prime cause of running into debt is often want of thought as to what can be afforded. From a commercial point of view, an employer is bound to distrust a servant who lives beyond his income and runs into debt. Knowledge of the temptation to which he is exposed, whether the temptation be as regards cash or goods, or to borrow from the employer's tradespeople (so getting in their power), is always a bar to trust and confidence.

Be saving, but with judgment. There is no wisdom in saving for the mere sake of putting money by. Many a sound constitution has been ruined for want of proper nourishment, with the idea of laying up the supposed saving. Take proper food, and dress neatly, according to your station in life.

Avoid bad company and vicious amusements, whether in your own or business time. Young men

suffer the greatest temptations on these heads, having more freedom than girls. Betting, billiard-rooms, drinking-bars, are the commonest causes of downfalls in life, and apart from the moral temptations arising from the company found there, almost always are the road to embezzlement. In the first year of the writer's business life, he had to accompany his employer when giving into custody a clerk who, having lost money in betting, had made free with his master's cash-box. Poor fellow (in one sense), he had taken and taken again, in the vain hope of a lucky venture enabling him to make up the deficiency. But, as might be expected, he went deeper and deeper, and it is a question which of the three—employer, clerk, or lad—felt the most as the culprit was charged with the theft and searched at the police-station. And the misery of taking the news home to the young man's family made too great an impression to be ever effaced.

Even when studying with the view of improving yourself, *don't forget your health*, but keep mind and body in tone by healthy recreation. Over-study affects the mind, rendering it less able to perform the duties to be carried on from day to day, and in time will affect the bodily health.

Many other points more or less suitable and applicable to special cases will suggest themselves, but the main lines are the same. In all cases, duty to one's God and duty to one's neighbour constitute the road to all success, and these remarks are only put forward as finger-posts to the way.

STUDENTS' DAY AT THE NATIONAL GALLERY.

BY FRANCES A. GERARD.



HE ordinary Londoner, as a rule, does not seek his pleasure in picture galleries, unless it be the Academy in the season.

I have found myself many a time almost the sole tenant of the large rooms in the National Gallery. On Saturday afternoons, indeed, they are pretty full, for then the workman comes in his Sunday clothes, with

his wife and a couple of children, to whom he explains after his own manner the subjects of the pictures. Of course there is the inevitable country cousin, catalogue in hand, who has so many questions to ask, and not only of the officials, but of everyone who is at hand; and there are the schools, led by

a Mrs. Jellyby in spectacles. I heard one of these walking encyclopædias say to her young charges, who were following her like sheep, "Young ladies, pause and consider that picture—Daisy, attention, if you please! What period of history does it remind you of?"

On the students' days, however (Thursdays and Fridays in each week), the Gallery is full enough. From ten in the morning there is a constant stream of visitors pouring in at the entrance on the left. The hall is full of students—girls in large hats (the girls are in majority generally), young men with long hair: the regular artist type. There is a murmur of voices going on—a perpetual chatter, accompanied by a continuous ripple of laughter, pleasant from young voices. The talkers are mostly very young; there are others who have a more business air. They pass through the hall without joining the groups of chatters. Many of these are long past their student days; their faces—poor souls!—show signs of the hard battle of life in many lines and wrinkles, and a general air of weariness. They are artists who come to make copies either on commission or for sale on their own account.