

# Your Boy's Life's Work

## What Shall It Be?

**REAL ESTATE?**

It is a comprehensive occupation that offers the ambitious boy several distinct and profitable lines of advancement. How he may break into the business, and how he may advance along several lines. The remuneration of various positions. The possibilities of getting into profitable business for himself.

BY C. W. JENNINGS.

**W**HILE you have been thinking over the problem of your boy's life work, has it occurred to you that the apparently well known real estate business might be just the thing?

But don't think for a moment that all your boy would have to do after he got started in this line of endeavor would be to buy and sell lots; for, though that is an important phase of the business, and one, to make a high success, requiring much ability, modern advancement has raised the real estate business to such importance as to embrace the best efforts in a large number of distinct specialties. So in this truly comprehensive occupation will be found such a variety of work that, after he is started in it, your boy can develop his choice of several lines of work, each of which may lead on to a good sized competence, perhaps a fortune.

There is no special preliminary education that would be of particular value to a boy taking up real estate for his lifework, and more than all the general learning he can acquire. Even the schools and colleges have not seen fit to take up real estate as a branch of learning, all that is being done in a direct educational way being a few courses taught by the Young Men's Christian association in some of the large cities, and a few more or less complete correspondence courses.

So a boy's only chance to learn the business is to go right at it and get a job with a real estate firm. Of course the larger the firm, the greater variety of opportunities he will have to advance, and some of them are great enough to take him to the very top of the profession.

His first job will be that of ordinary office youth at a salary of four or five dollars a week. If the candidate should be particularly young and inexperienced, or, if he has gone through high school and can write and figure pretty well, he might be put on at a minor clerkship at eight or ten dollars a week, or even might start in as a stenographer or typist.

Your boy, of course, will wish to get a general knowledge of the business before he attempts to take up any particular line, and so he will likely go through some or all of the different stages of filing clerk, record clerk, auditor's clerk, mortgage clerk, etc., being promoted from time to time, till, after three to five years, he will be getting \$18 to \$25 a week. He can stick to the clerical end and become a chief clerk of one of the departments at say as much as \$35 weekly.

In the meantime, however, if he desires to get out of the purely office end, he will be picking up pointers on outside work, and, perhaps, be learning how to sell and buy lots. There is more in this than appears at first thought, for the qualities that make a successful book agent are not enough to make a successful real estate salesman.

To sell lots successfully, your boy must know pretty much everything that enters into a variety of things that don't appear on the surface. He must, for instance, have a good acquaintance with the general values of property in the neighborhood; the cost of various obvious improvements that have to be made; the price of adjoining and nearby property; street improvements and assessments; what will be charged to make connections with sewer and gas mains; the facilities and cost of the prospective owner getting to his place of business; advice as to the cost and difficulty of getting a mortgage on the property, etc., etc. In addition, he must have the ability of a salesman; for, granted that he can furnish all these details, he still has to convince the caller that the particular piece of property under consideration is just the one he wants; and then your boy has to deal with the seller, who may be an uncompromising individual.

A first class salesman, generally speaking, will earn anywhere from \$3,000 up to \$15,000 or more a year in commissions. Some become so proficient that they scorn all other lines of work and others of salary and stick to selling real estate until they accumulate the stake to retire on.

The other lines open to your boy? Well, almost every phase of this business is a specialty. He must know all the details about unimproved property. This may be suburban lots, which it is desired to acquire in big chunks for the purpose of making improvements and selling as improved property. Then he has to know how to advertise and

## HOBBLE GARTERS GO WITH HOBBLE SKIRTS

LATEST FEMINE ADJUNCT WHICH SERVES AS A DEFT LITTLE HITCHING STRAP.

Chicago.—The divided garter is the latest feminine requirement. It is a hobble skirt adjunct. It is a tether. The device is designed that their owner may be warned against taking long strides when wearing a tight dress, thus avoiding the bagging of the hobble at the knee.

It is made with a band of elastic connecting the two garters as usually worn, that is, the circular garters. The divided garter is not really divided, but rather it makes one garter of two, and gives one skirt the air of



Regulates the Hobble.

being two. The divided garter is doubly and trebly fastened—it is intended as the invisible mentor of the hobble skirt. It is a sort of deft little hitching post which prevents one leg running away from the other.

The ordinary garter of silk elastic and ribbon, and with a love of a buckle, still fits at the proper angle just above the knee, or, well, just below, but the bifurcated arrangement, which is nothing more nor less than a third garter sewed up the middle, holds together the other two garters and is warranted to withstand any mad dog scare and to restrict movements too expansive for the hobble skirt. As a pull-back it has no equal. There's no running away from this garter or from anything or anyone.

## THREE-LEGGED CAT SCRAPER

Dorchester Tabby, Whose Foot Was Amputated, Proved Good Match for Other Felines.

Boston, Mass.—"Pretty," the handsome Angora cat belonging to Mr. and Mrs. Somers, 98 Hancock street, Dorchester, has only three legs. And the story of how he lost his fourth leg is interesting.

He was born with the usual number of paws and was especially nimble and expert with them. One night, however, "Pretty" was run over by a street car and his left forepaw was crushed.

Mr. Somers found the kitten lying in the street helpless and brought him into the house. It was a cold night, and it was first thought that the cat's paw was frozen. He was placed beside a radiator to thaw out.

When the seriousness of the injury was learned, however, Mr. Somers carried "Pretty" to the cat hospital, where the little leg was amputated. In a week or so "Pretty" came back home in good shape, and has since been able to get around pretty lively for a cat with only three legs.

He is now 2 years old, is very affectionate, and especially fond of the youthful son of Mr. and Mrs. Somers. "Pretty" keeps jealous guard over young William Somers, and will allow no other cats or dogs to approach him. "Pretty" is also a great scrapper, and, even with his missing paw, is more than a match for other felines with the usual number.

## Hog Saves Man From Death.

Pittsburg, Pa.—A billiard shot in mid-air, with a human body and a dressed hog as the objects, saved the life of William Apple, driver for a packing firm, when his wagon was struck by a Pennsylvania train at Homestead.

Hog carcasses, parts of the wagon and the driver were in the air when the body of the porker caromed against Apple, deflecting his body as it was falling before the locomotive. Apple landed on the pilot and just as the train stopped he rolled off beside the track with a few bruises and scratches.

## Kills Eagle Attacking Girls.

Aurora, Ill.—Days when big eagles carried off little children were recalled after Eva and Anna Brummell, little daughters of Mr. and Mrs. Conrad Brummell, living near Eola, discovered one of the famous American birds making for them while they were driving the cows home. They ran screaming to their father, who took them to the house, got his shotgun and killed the eagle. The bird measured 8 feet from tip to tip.

## Death Notice For a Dog.

Washington.—Gratitude for a dog's company during 10 years was expressed in an advertisement in papers here by its owners, Mr. and Mrs. William R. Ham. The animal met its death in an accident, and the tribute reads: "Always a sympathetic friend and loving companion. His 10 years of life were full of sweetness, gentleness, loyalty and affection."

make opportunities to unload the property after it is improved. He must know the cost of building apartment houses, and the attractive features of various modern improvements in such dwellings so as to lure tenants to them. He must be a student of the trend of traffic, so as to appraise office buildings and the value of land adapted to such purposes. Factory sites, transportation facilities, tenements, stores, boulevards, parks, small farms (including the adaptability of the soil for agricultural purposes), the trend of population of various classes, the probability of this particular section becoming a residence or a business section—all this has to be within his ken; and, if the customer should wish to build a store or a house or an office building or an apartment house or a factory, he must be ready to tell him glibly of the cost, and the formalities to be gone through, and the probable revenues, and the taxes, and details about possible loans.

All this enters into the real estate business, as well as other specialties, such as civil engineering and laying out and grading the property; various phases of finances, such as raising money and mortgages, and financial returns, such as rents, etc.; probable cost of administration, including janitors, porters, scrubwomen, firemen, etc.; the cost and consumption of coal; the cost and placing of fire insurance, most of the big operating companies placing insurance on the property they handle; the placing of mortgages, etc. Then there are companies that take a suburban wilderness and turn it into a habitable section, lay out the ground and erect buildings—work which requires close acquaintance with building regulations and real estate laws—and employ their own architects and building superintendents and civil and constructive engineers.

What are the initial steps your boy has to go through before he can take a leading part in all this maze of industry? Well, he goes from a \$20 a week clerkship in one of the office ends to one of the specialties, and becomes a chief clerk in that. Then, as he has displayed particular ability in one direction, he is made assistant to one of the superintendents at \$30 or so weekly; then becomes a construction superintendent, or head of a civil engineering corps, or a head rental or sales agent, or building superintendent, or auditor, or chief accountant, and will be paid from \$3,000 to \$8,000 a year, according to the importance of the company he has connected himself with.

If he elects to remain with the company, the next step will be a managership at increased salary, and, eventually, the presidency perhaps. Also, he may possibly become a leading stockholder. Or, at some stage of his progress, he may go into business on his own account, starting at buying or selling a lot or two, or take up the rental business. Many young men have made their start in securing the agency for collecting rents and managing apartment houses on commission, and in time making this a specialty, have developed an extensive business.

In any event, the young man who takes up real estate in earnest stands a reasonably fair chance to succeed in some one of the various lines, and to succeed perhaps in a big way. (Copyright, 1910, by the Associated Literary Press.)

## Georgia's Wealth in Pecans.

A dispatch from Albany published recently in the Constitution indicated that within the last four months 15,000 acres of pecan lands had been sold in and around Dougherty county.

Preparations are under way for planting this tremendous area in the toothsome nut that promises so large a revenue to Georgia.

The problem regarding this special industry has lately changed from one of a selling nature to one of getting lands to sell.

At present, it is said, there is an actual famine of pecan lands readily available.

To be sure there are still large unoccupied tracts in the pecan belt, but the owners foresee the possibilities of tremendous development and are in no hurry to rush their holdings on the market.

Within only comparatively recent years has the country awakened to Georgia's potentialities with regard to pecans.

Now it is common knowledge among investors that orchards properly tended—and the expense of so doing is small—return dividends beside which many other crops are negligible.

It is logical that in course of time the pecan will become one of the state's best revenue producers.

The pecan, moreover, is only one item. Georgia has plenty more such at her back to inspire the activities of the Greater Georgia association and other organizations engaged in the mission of development.—Atlanta Constitution.

## Counting the Side Tracks.

When side tracks are taken into account, we have more railroad mileage than all the rest of the world.

# TIMELY SUGGESTIONS THAT WILL HELP THE HOSTESS

**Out of the Christmas Jar.**

Every idea I can beg or borrow for the approaching holiday I have jotted down for the benefit of the department readers. This unusually clever program is just what some of us have been looking for. It may be used in parts, if the whole is not practical or too long:

- Song—"Noel".....Gounod
- Reading from Dickens' "Scrooge's Christmas."
- Paper or talk on "Curious Christmas Customs" (in England, Germany, Sweden, etc.).
- Song—"When From the East the Wise Men Came".....Bullard
- Reading from "Sonny".....Ruth McEnery Stuart
- Reading from "Howells' Christmas Betsy Day."
- "The Virgin's Lullaby".....Dudley Buck
- Reading—"George Washington Jones, a Christmas Gift That Went a-Bogging".....Ruth McEnery Stuart
- Song—"Over the Hills of Bethlehem".....Niedlinger

The mother who asks for an appropriate verselet to teach her little 6-year-old will find these exquisite lines of Phillips Brooks just what she wants, and I am glad I happened to find them:

O little town of Bethlehem!  
How still we see thee lie!  
Above thy deep and dreamless sleep  
The silent stars go by;  
Yet in thy dark streets shineth  
The everlasting Light;  
The hopes and fears of all the years  
Are met in thee tonight.

O holy Child of Bethlehem!  
Descend on us, we pray;  
Cast out our sin, and enter in,  
Be born in us today.  
We hear the Christmas angels  
The great glad tidings tell;  
O come to us, abide with us,  
Our Lord Emmanuel!

An inexpensive gift for children consists in a set of bean bags. Make from denim or red and green, fill not too tight with navy beans. Then get a good-sized barrel hoop from an accommodating grocer, wind with red cotton material, and attach a bell in a bow at top, leaving a loop by which the hoop may be suspended. The trick is to throw the bags through the hoop and ringing the bell scores an extra point. Grown people enjoy a game of bean bags and it is fine amusement for people who are trying to reduce flesh by standing "29" minutes after each meal.

At a Christmas feast try combining the dessert plates with a wreath of holly, if a frozen sweet is served, tie sprays of holly to the glass with a fluffy bow of scarlet tulle, or the cocktail glasses may have this decoration with the name card pinned to the bow with a pretty headed pin with which a spray of holly may be pinned to the coat or bodice.

For the musical part of an informal entertainment the following selections will be found satisfactory; they are not difficult. Hostesses having house parties will find it enjoyable to provide a supply of Christmas music.

For piano: "Knecht Ruprecht," Robert Schuman, Op. 68, No. 12; "Santa Claus Is Coming," Paul Hilfer; "Merry Christmas waltz, Ralph Ewaf's"; "Under the Christmas Tree," Paul Miller; "The Children's Christmas Eve," Niels W. Gade; "Arrival of Santa Claus" (solo or duet), Englemann, set of four Christmas pieces, Op. 8, Ewaf; "Christmas Bells," Op. 36, No. 5, Gade; Christmas song, Op. 36, No. 5, Gade; Christmas Chimes, Goerdele.

For voice: Christmas Hymn, Carl Felnecke; Christmas Song, Carl Felnecke; "Christmas at the Door," Carl Felnecke; A Christmas Carol, Alfred Scott Gatty.

## Christmas Letters.

Do not despair if the family exchequer is at low ebb, and above all do not think from necessity that you must let the day pass by unnoticed just because you cannot do as you wish. Right this very day sit down and make a list of friends, old, new and many who may be half-forgotten. Now write notes bright and cheery, fill them with love and good wishes, seal with one of the many enticing "stickers," perhaps adding one of the charity stamps so your missives will fall a double mission.

I have always been an advocate of

the holiday postcard. These festive bits of pasteboard tell our friends they are not forgotten and after all that is the real thing. The sentiments on many of these cards are beautiful; just what we would say were we clever enough to put our thoughts and feelings into words.

**List of Good Christmas Stories.**

This list has been carefully compiled for the benefit of our readers. The books all pertain to Christmas, and are excellent, being choice examples of our very best writers. It is a fine idea to keep the spirit of the Christmas in the books we select to give at this season:

- Thackeray's "Round About the Christmas Tree."
- Dickens' "A Christmas Carol."
- Dickens' "The Chimes."
- Kate Douglas Wiggin's "The Bird's Christmas Carol."
- Ruth McEnery Stuart's "Christmas at the Trimble's."
- Ruth McEnery Stuart's "Apollo Belvidere."
- T. B. Aldrich's "A Christmas Fantasy."
- Henry Van Dyke's "The First Christmas Tree."
- F. Hopkinson Smith's "Colonel Carter's Christmas."
- Bret Harte's "How Santa Came to Simpson's Bar."
- John Fox's "Christmas Eve on Lonesome."
- Frank Stockton's "Christmas Wreck."
- Low Wallace's "Boyhood of Christ in Ben Hur."

## Christmas Recital.

The following program may be of service to the teacher who is looking for novelties to suit the season. The pieces mentioned are all within reach of the average pupil. Within is still time to let the children of the household prepare them as part of the "Christmas surprise."

Christmas Tree March.....Arthur Dana  
Christmas Hymn.....Parlow  
Little Christmas Suite.....Turner  
Christmas Eve Waltzes.....Clayton Johns  
Christmas Chimes.....Smith  
Christmas Bells, (1) Wilson, (2) Behr  
Christmas (transcription of the tune to the hymn, White Shepherds Watched, etc.).....Pattison  
Merry Christmas.....Wilson  
Under the Mistletoe, waltz.....Rollinson  
The Children's Festival, set of eight pieces.....Schoenfeld  
The Christ-Child in Art, Story and Song, short cantata.....Hofer  
Christmas Songs of Many Nations, short cantata.....Davis

MADAME MERRI.

## LANCIES OF FASHION

The high arch is the distinguishing feature of the most fashionable shoes. Black of black and white velvets will be worn in preference to colors this season.

Practically every woman has at least one patent leather belt in her collection.

Fringe wrought of fur and heavy cord is a finish for fur wraps, muffs and neckpieces.

Colored silks, moires and satins are the leaders among the materials for tailored costumes.

The high girle of the moment must have the appearance of swathing the waist loosely.

Very fashionable are platinum mourning necklaces, set with tiny pearls, onyx or diamonds.

Odd bands of multi-colored embroidery are conspicuous notes of the new indoor dresses.

Changeable velvets, as well as velvets with richly cut figures, make handsome calling costumes.

Wide velvet hair ribbons are in vogue for children, and the tartan plaids are quite smart.

Muffs of satin, velvet or silk, matching one's costume, will be extremely modish this winter.

Exceedingly handsome are the ribbons of metal net, edged with an inch band of satin or Persian silk.

The stock and tie have come back into fashion, affording relief from the monotony of the stiff collar.

## THE HIGH COST OF LIVING REDUCED

Much has been said about the high cost of living, its causes, and the possibilities of its reduction. But little has been said about the most costly factor in the false economy existing today in nearly every household.

Much foodstuffs are bought with but one point in view: "How cheap can I get it?" without a thought of quality or "after cost." One of the most serious is baking powder.

By the use of perfect baking powder the housewife can derive as much economy as from any other article used in baking and cooking. In selecting the baking powder, therefore, care should be exercised to purchase one that retains its original strength and always remains the same, thus making the food sufficient leavening gas to make the baking light.

Very little of this leavening gas is produced by the cheap baking powders, making it necessary to use double the quantity ordinarily required to secure good results.

You cannot experiment every time you make a cake or biscuits, or test the strength of your baking powder to find out how much of it you should use yet with most baking powders you should do this for they are put together carelessly by the manufacturer, and the quality and strength varying with each can purchased.

Calumet Baking Powder is made of chemically pure ingredients of tested strength. Experienced chemists put it up. The proportions of the different materials remain always the same. Sealed in air-tight cans, Calumet Baking Powder does not alter in strength and is not affected by atmospheric changes. In using Calumet you are bound to have uniform bread, cake or biscuits, as Calumet does not contain any cheap, useless or adulterating ingredients so commonly used to increase the weight. Further, it produces pure, wholesome food, and is a baking powder of rare merit; therefore, it is recommended by leading physicians and chemists. It complies with all pure food laws, both STATE and NATIONAL. The goods are moderate in price, and any lady purchasing Calumet from her grocer, if not satisfied with it, can return it and have her money refunded.

**A Garden of Friends.**

One of the prettiest corners of a certain girl's garden is that in which every plant has been the gift of some special friend. The sweet old-fashioned flowers that bloom there have thus a double significance, and their owner persuades herself that while they flourish she may be very sure that she is not forgotten. A fragrant clump of pinks was set in place by her dearest school friend, and now that this friend is living abroad she likes to think that every breath of perfume brings her a kindly thought of her old chum. A garden of friendship is a pretty fancy, and one that gives lasting pleasure.

**It Revolted Him.**

William Loeb, Jr., at a dinner in New York, referred with a smile to the harsher penalties, even to imprisonment, that are now to be inflicted upon smugglers.

"They take it hard, very hard, these smugglers," said Mr. Loeb. "Revolted at the size of their fines, they make me think of George White, the chicken thief."

"What! George shouted reproachfully on hearing his sentence. 'What! Ten dollars for stealin' that chicken! Why, judge, I could 'a' bought a smarter hen for 50 cents!'"

**AS REPRESENTED.**

Patent—Look here, doctor; you said if I took a bottle of your tonic I would have a remarkable appetite. Why, I only eat one soda cracker each week.

Doctor—Well, don't you call that a remarkable appetite?

## NEWSPAPERS TAKING IT UP

Metropolitan Dailies Giving Advice How to Check Rheumatism and Kidney Trouble.

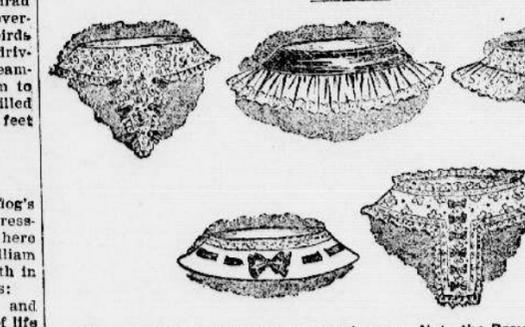
This is a simple home recipe now being made known in all the larger cities through the newspapers. It is intended to check the many cases of Rheumatism and dread kidney trouble which have made so many cripples, invalids and weaklings of some of our brightest and strongest people.

The druggists everywhere, even in the smallest communities, have been notified to supply themselves with the ingredients, and the sufferer will have no trouble to obtain them. The prescription is as follows: Fluid Extract Dandelion, one-half ounce; Compound Kargon, one ounce, and Compound Syrup of Sarsaparilla, three ounces. Mix by shaking well in a bottle. The dose is one teaspoonful after each meal and at bedtime.

Recent experiments in hospital cases prove this simple mixture effective in Rheumatism. Because of its positive action upon the eliminative tissues of the kidneys, it compels these most vital organs to filter from the blood and system the waste impurities and uric acid which are the cause of rheumatism. It cleanses the kidneys, strengthens them and removes quickly such symptoms as backache, blood disorders, bladder weakness, frequent urination, painful scalding and discolored urine. It acts as a gentle, thorough regulator to the entire kidney structure.

Those who suffer and are accustomed to purchase a bottle of medicine should not let a little inconvenience interfere with making this up, or have your druggist do it for you.

## Modern Styles



Some Useful Suggestions for Neckwear.—Note the Prevailing "Touch" of Black Velvet.