

Woman's Life and Love

By WINIFRED HARPER COOLEY

Hunting a Job

OH, THE sickening search for work! Just a chance to labor and earn enough to live on. How many millions of girls in all the cities know the bitterness of endless rounds of shops and stores, may offices, and factories—of being inspected and catechized and then to come again, or that their name would be kept on file.



a bunch of "em." And so you start on the rounds again.

WEEKS of searching for work means weeks of total loss. No pay. That means that your earning average of wages in a year is not what it would be, a week, but it is about nine a week, and there are innumerable carcases and you have to pay for and wear a special costume.

Department stores used to pay the little cash-girls (those under-sized, under-fed, ten years old, get it?) who were sent to the increased cost of board and lodging. It is stated in all the printed literature and statistics of the business. Long ago that store got but \$10 or \$15 a week, and candy-dippers got as little as \$10. Girls that the millions of dollars in retail, and make artificial their reason for a purchase.

It was the well-to-do employment who forced legislation and got goods who stood on their feet fourteen hours a day in the old, tenement-like, and it was they who agitated for early Christmas shopping, and for shorter hours and higher wages.

It is a heartbreaking thing for any woman to be made to start out after a job, unless she is a competent and certain of her talents as to feel secure and independent. If she has a large bank account, she is radiant in the face, and she can wait till she finds exactly the congenial work that she most enjoys. She can enter an office with the air of one who has some excellent goods to offer, and knows that the buyer will be pleased to learn about her, even if at that moment he is not in the market to buy.

It is a strange psychological fact that when you are in the least need, you get the most. You know that when you already have a good position, you are frequently offered some other. It is one of life's ironies. You smile and say, "Yes, and if you are big-hearted and decent, you rack your brain to think of some friend who really needs that job, and you take time to write letters of resignation, and get her in touch with it.

But you who read this are more fortunate. You want to business college three months, and perhaps you took night school work in English. You can take dictation rapidly. Or you are a milliner's helper, and have a gift for trimming hats. But suddenly, the manager says to the forewoman: "Times are rotten. Get rid of twelve of the girls in the workroom." She tells you among the dozen. You cry and tell her about your sick mother. She is distressed and tells the boss this is an unusual case.

"They all are unusual cases, Miss Smith," he replies. "I told you we had to reduce the force. Select any way you please, but we gotta get rid of

Please Tell Me

What to Do

By CYNTHIA

To "Temptation"

Cynthia is sorry about your cousin's death, dear. It is natural for you to grieve, but you must not mope and sulk over your family. Take an interest in them and their pursuits and you'll soon feel better.

They "Holler" at Her

Dear Cynthia—I am a girl going to high school and am in my second year, and would like to know what to do. When going and coming home from school, my friends and I are always trying to draw my attention by hollering and flirting. Now, I don't like about it is that my dear friends think that I am doing the flirting. What do you think it is that I do to draw attention? I would like to know and put an end to it. I've called good looking by my girl friends, but I take it for a hint and don't like to be called that. My other girls of my age, better than my other girls, and they don't seem to notice the men who try to flirt with them and they'll soon stop.

Answers "M. M. Right"

Dear Cynthia—Will you publish the letter that I wrote you last week? You told me that you would like to know what to do. I'm glad you did. I wish you could meet the young man I go out with. I've never kissed one another. We love each other. I'm right but I don't see how to be engaged. We should not be. I'm glad you did. I wish you could meet the young man I go out with. I've never kissed one another. We love each other. I'm right but I don't see how to be engaged. We should not be.

Why Doesn't "Tillie" Write?

Dear Cynthia—With further reference to "Tillie" asking for the description of the father sex that she writes, I note that I have company in liking her. I'm glad you did. I wish you could meet the young man I go out with. I've never kissed one another. We love each other. I'm right but I don't see how to be engaged. We should not be.

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FEATHERS ARE VERY "INTY"



We need to be rather standoffish about our feather trimmings, especially when they were strictly curling them around our crowns and letting them severely alone after that. But now we are extremely "inty" allowing them to nestle fondly about our shoulders and even across us on the cheek. In the evening, when we wear a stunning frock of velvet with huge pompons all over the skirt, the ostrich plume starts carelessly from the side of the crown and hangs straight down to the shoulder.

Photos by Old Maasses and the "Cherry Wishes."

Adventures With a Purse

JUST about a week before I saw them, somebody asked me about the maids' aprons, and I really did not know much about where to get them. But since then I was passing the aisle of a shop and saw a table full of nice aprons for fifty cents each. They are cut to fit straight and smooth across the front and have tiny bibs, some embroidered-trimmed.

A gift that would probably appeal to the man who has his own diggings or den, or whatsoever you might like to call it, is the bulldog lighter. It is a useful figure of a ferocious bulldog with hollow head. Into the head one puts, I imagine, gasoline, and into the opening for the gasoline goes a well, long, narrow strip of metal. On this box is a narrow strip of rough metal. One removes the whendyvalit from the dog's head, runs it over his back and behind a light for the cigar, cigarette or pipe. The price of this novelty is \$2.

I know of a special sale of scrap baskets—baskets that would make nice Christmas gifts. They are wicker or straw, enclosed in colors and painted with gayly colored flowers. So, you see, they would be both useful and decorative. They come in old or new and range from \$2 to \$2.50, depending upon their size.

For names of shops address Woman's Page Editor or phone Walnut 3000 or Main 1661 between the hours of 9 and 5.

Read Your Character

By Digby Phillips

Low Brows

The low brow struck pretty close to the truth when it invented the term "low brow" to differentiate between two classes of mentalities. The division is made in scientific character reading along lines which are very much the same, though not quite parallel.

Just as the high head indicates the man of exceptional reasoning and thinking power, so the low head actually does indicate the weakness of mind and a character that in many ways is exactly what the world means when it speaks of a "lowbrow."

The low head indicates a man or woman who is not troubled by great ambitions, who is content and happy in the accomplishment of modest aims.

Such people are very often extremely conscientious, but their codes of right and wrong are likely to be very simple, and adjusted to but few degrees of rightness and wrongness. They also have a tendency to think in terms of material things rather than in the abstract. In the pursuit of material aims they are very determined.

They are inclined to be suspicious, unsympathetic and not, as a rule, very optimistic.

Tomorrow—Blue Eyes and Dark Hair

Eighteen years old and three times married is the record of Eliza Thomas, of Virden, Ill.

Miss Helen Porter, twenty years old, is rental manager of Omaha's largest and most fashionable apartment house.

WHAT'S WHAT

By HELEN DECIE



Of all places on earth one might think that consideration for others should be most in evidence in churches. Yet, strangely enough, religion and courtesy are not always in close partnership.

One of the most glaring examples of bad manners in church is shown by the person—man or woman—who has prompted a wish seat, and who obliges all who come later to climb over his very head in order to find a place in the pew. It is much easier for all concerned when the endmost occupant moves up to make room for the others, but, if that he should refuse, the aisle and remain there, facing the church door until the newcomers have entered, when he can resume his seat.



Tomorrow—A Temporary Truce

A bachelor, who furnished his own room, insists that no one who has never tried it appreciates the comfort of an upholstered box spring. On one side of the room is a grate in which long legs are burned, and luxurious Mr. Bachelor's box spring placed before the grate.

When he was a boy he was not allowed to sprawl, and this unusual placement may be a direct result of early suppression. Anyway, there have been as many as sixteen young people perched around its edge, and they all said it was jolly and were very glad his mother spanked him when she did.

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Thanksgiving Is All Over Now and the Buying Season Is Starting

Don't Wait Until the Night Before Christmas to Begin Making Out Your Gift Lists and Scouring the Stores

NOW Thanksgiving is over. The pumpkins and turkeys are being taken out of shop windows today and put carefully away for another emergency of the same kind—if you can call the Thanksgiving season an emergency.

And what's being put in? Well, in some windows there are little piles of handkerchiefs, little bottles of cologne, dainty bouffoir lamps, hooded caps, new books and desk supplies all done in pretty colors and unusually attractive styles.

Christmas gift suggestions are all ready to be put in white paper and red ribbon, and put aside until Christmas. Everybody else is hurried and excited and delighted and you are all on the outside without a thrill in the world.

You spread it out so far that by the time the real buying season does start your little packages are all ready to be tied up neatly in white paper and red ribbon, and put aside until Christmas. Everybody else is hurried and excited and delighted and you are all on the outside without a thrill in the world.

No, that makes it too business-like; you have to have some fun out of your gift-buying.

You have to be in the swim, mixed up with the crowds, exhilarated with the atmosphere of the stores in the Christmas buying season.

JUST one month. Are you getting ready for that drive? Has your thought anything at all about what you are going to give, to whom and where you are going to get it?

Or are you just going to let things slide until about a week ahead and then get scared? You'll wonder, if you do that, why people around, all evidently wanting to get in your way and hinder you.

You'll also wonder, if you do that, why it is that you can't get that good book which everybody is reading that you wanted to get for your book-loving sister.

And you'll be surprised and much annoyed to find such a splendid gift, a tractive assortment of neckties, and woolen socks when you come to look for something for your brother.

In short, you lose all the delightfulness of the Christmas season just because you're allowed the time to go by without paying any attention to it.

THE greatest excuse that is always given for this "deadly procrastination" is this, "Oh, well, if you start too early you don't get into the Christmas spirit."

And that is perfectly true. If you start in buying a cup and saucer here, a linen dolly there, making a knitted scarf, an embroidered towel or a crocheted collar way back in August, you don't get into the Christmas spirit.

But you don't have to postpone that joyous exhilaration until the night before Christmas when all through the house.

If you do you'll find that it isn't joyous at all. It will be just tiresome, and necessary, dull and uninteresting and unspontaneous.

Human Fish Net

Fishing in Samon sea is often done by the women, and without nets, boats or hooks. They simply wade into the water and form themselves into a ring, the fishes being so plentiful they are almost sure to implosion some in the ring. These women are very quick and active, and every time they catch a fish with their hands they simply throw it alive, into the basket on their back.

Two Minutes of Optimism

By HERMAN J. STICH

How to Become a Successful Man—ager

"I'll tell you," said the manager of the circulation department of one of New York City's largest newspapers, "the fundamental principles of succeeding in this field are the same as in every other line. Of course, a man must know the tricks of the trade; he must know his business and keep studying and thinking up new things all the time; but knowledge and ingenuity alone never accomplish much by themselves—either in a newspaper office or any other office.

"Loyalty, initiative, capacity for hard work and respect for instructions, constructive rather than imitative, to respect competition with added effort to find your own weakness rather than the other fellow's strength, to be honest with yourself in admitting mistakes and the determination not to repeat them, if possible, constitute in great part a forward creed.

"In the last analysis an ideal circulation manager—or any other real manager—should know how to:

- Meet an emergency.
- Keep out of the other fellow's rut.
- Maintain enthusiasm in spite of setbacks.
- Think for himself—especially in a pinch.
- Hang on like a bulldog to every fair advantage.
- Be fair, sincere, unafraid.
- Know his organization and be loyal to its precepts.
- Keep uppermost the customer's rights—he has no wrongs.
- Practice economy, discourage parsimony.
- Interpret the firm's policy.
- Work in complete sympathy with all other departments.
- And above everything else—above all else—When a man gets so in everything he does every day he is passing high a test on these lines, it is only a matter of time before he will become a successful man—ager."



The Week-End Shopper

Will find an Interesting Trio specially priced for one day's selling. Shown in the sketch, at the left—

A little Frock of Read's Poirer Twill in navy, trimmed with glycerine braid. \$29.75—The 13th St. Shop.

A Bolivia Coat, exquisite in quality, with guaranteed silk lining. Navy, Brown, Sorrento and Black. All Sizes. \$50.—Both Shops.

One of the Smartest Frocks of the Season combining navy blue tricotine and rust-colored silk duwetyne embroidered with dull gold. \$45.—The Chestnut St. Shop.

Clean Up—Dress Hats, Duwetyne and Sports Models

also Imports and Reproductions at half price to make way for Southern Showings

127 PHILADELPHIA 1337

S. 13th St. AND Chestnut St.

Boardwalk Shop—Atlantic City—Brighton Block

Your Millard Charge Account is Good at This Shop

ask for the SUN-MAID brand They are most delicious

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Paul and Virginia

By HELENA HOYT GRANT

Upstairs or Down?

"ANY good shows in town?" Paul turned obediently from the sporting pages of his newspaper to that of the theatre.

"Hm," he said, "not so far as I can make out."

Virginia clasped her fingers and smiled at him.

"We haven't seen a show in a dog's age," she sighed.

"Two weeks ago last night we saw a show," he replied, "but it was a Virginia signed again."

"And it cost me \$10.00, which is a whole lot of money these days. I'll tell the world."

"We don't have to sit 'way down front in the orchestra," Virginia reminded him.

"But I want her a glimpse in which surprised and reproved himself.

"Supposing we did sit in the balcony," he said, "what would your friends think, if they saw us? They say we were either too poor to sit downstairs, or that I was getting mean with you—or something." He finished vaguely.

Virginia shrugged.

"What do I care what our friends think?"

"And, anyway, you can't hear half what they say from the balcony and there are always a lot of other people sitting there, and—"

"How do you know?"

"How do you know where our seats are?"

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The Question Corner

By HELENA HOYT GRANT

The Question Corner

1. Describe a good-looking and extremely useful piece of furniture for the living-room.

2. What old-fashioned ornaments are again becoming popular?

3. If a flower-pot is to be placed on a windowsill, what makes a sensible sort of mat to put under it?

4. When did the famous Queen Elizabeth reign in England?

5. How is an odd and brilliant comb for the hair fashioned?

6. What makes a striking costume for the school girl?

Yesterday's Answers

1. Tillie would about the throat will keep the collar clean when under a fur coat or neckpiece, and will be cooler than a scarf.

2. A convenient egg slicer is made like a pair of scissors with both blades made in eplips—one slide, the other open, while the handle is a rooster.

3. A large red-tipped colored rose forms the charming and unique fastening seen on one of the newer bags.

4. The wife of King Edward IV of England bore the name of Elizabeth.

5. Raquette for evening wear are some long, narrow buckles of silver-tone, with silver fringes hanging from them, which are so fashioned that they are miniature of a type of leather fringed ornaments seen on the sport shoes.

6. The sport coat, a hat of wool in tans and blues, crocheted together as an Indian wig is new and smart.

Tomorrow—Receptivity

Receptivity is a good, the brush must be shaken and rinsed in turpentine before it is put into paint.

Brushes used in oil paint and turpentine must be washed and rinsed in turpentine or kerosene, rinsed in gasoline or benzine, washed again in warm soapuds, thoroughly shaken, and hung up to dry with the bristles down.

Paint-brushes that are to be used again the next day may simply be wrapped in several thicknesses of paper, or they may be kept for several days with the bristles submerged in turpentine or

LORD CALVERT COFFEE

YOUR FAVORITE BLEND

BUY FROM YOUR GROCER

Postum for Health—"There's a Reason"

Postum contains absolutely no drugs of any kind, but in flavor tastes much like rich coffee. It helps nerve and brain structure by letting you get sound restful sleep.

Postum comes in two forms: Instant Postum (in tins) made instantly in the cup by the addition of boiling water. Postum Cereal (in packages of larger bulk, for those who prefer to make the drink while the meal is being prepared) made by boiling for 30 minutes.

Ask your grocer for Postum. Sold everywhere.

The key to success is work—

There is no substitute for it!

In order to do your best work, you must be healthy. You must sleep soundly at night, your nerves must be strong, steady and under perfect control.

If you are accustomed to drinking tea or coffee with your meals or between meals, you may be loading yourself with a very great handicap. Your nervous system may be stimulated beyond what is natural for you.

For tea and coffee contain thein and caffeine. These are drugs, as any doctor can tell you. They are known to irritate the nervous system by their action and to cause restlessness and insomnia, which prevent the proper recuperation of the vital forces.

If you want to be at your best, capable of doing the very best work that lies in you, why not stop drinking tea and coffee? Drink Postum, the rich, satisfying beverage made from scientifically roasted cereals.

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