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BAB'S RESTAURANT A good place to Eat and Live Well. Remarkable luncheon at noon. Open 7 a. m. to 2 a. m. 326 Stark St.

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The STRADIVARA The Phonograph Known for Tone Agents wanted. Order direct from factory, 330 East Morrison St., Portland, Oregon. **STRADIVARA PHONOGRAPH CO.**

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RHEUMATISM Jack King Cures It. Ladies and Gents Examination, 207 Dekum Bldg., Portland, Ore.

RAINIER HOTEL Rates \$1.00 and up. 128 N. 6th St., Portland, Ore. Very Centrally Located. Convenient to all Depots, and one block from main Postoffice

USED TRUCK BARGAINS 1 to 5 ton GMC, Republics, Whites, etc. Send for our List.

WENTWORTH & IRWIN, Inc. Oregon Distributors for GMC Trucks 200 Second St., Cor. Taylor Portland, Ore.

If your **RADIATOR** heats or leaks, send it to us. **Armstrong Auto Radiator Co.** 87 Burnside street, Portland, Oregon

INCOME TAX PROBLEMS Expert advice on all income tax problems. Several years' actual experience in Government Bureaus is offered. State your troubles briefly and send in with \$1 and we will give you honest to goodness advice. It will pay you to get in touch with us now. E. J. Curtin, Room 806 Lewis Bldg., Portland, Oregon.

HOTEL HOYT Located Sixth and Hoyt Strictly Fireproof and Modern. Near both depots and convenient car service to all parts of city.

PILES THOUSANDS of prominent Northwest people can testify that I permanently cure Piles without operation, pain or confinement. Your money back if I fail in YOUR case. Write or call for FREE booklet. **DR. CHAS. J. DEAN** 2ND and MORRISON PORTLAND, OREGON MENTION THIS PAPER WHEN WRITING

MANAGE YOURSELF A GREAT singer, who has to spend about eighteen hours a day talking care of his health and his voice, which are his capital, needs a manager, and has one. A great actor, whose every minute is required to continue being a great actor, also needs a manager. We take it that you are neither a great singer nor a great actor, because you belong to the vast majority of human beings. Therefore, while you need a manager, too, you don't need to hire one. You can be your own. This is true, whether you are your own boss, or what the socialists call a wage slave. If you are a wage slave you will to some extent have to submit to the management of the man who is set over you. But he can only manage you in working hours, and he can't manage your mind at all. And it is your mind, and the way it is managed, that will make or break you before you get through. Take over that job yourself. If it is an unromy mind, make it law-abiding. If it is a roaming mind, given to wandering over all sorts of subjects when it ought to be confined to one, discipline it.

RULES AGAINST SMALL XMAS CARD Post Office to Attempt to Stop Its Use; Claims It Causes Delay in Mails.

Washington, D. C.—A campaign to discourage the use of small-sized Christmas cards and envelopes has been started by the post office department. Small-sized cards and envelopes, it is declared, are responsible for incalculable delay during the Christmas

mas rush of postal business. Because of their miniature size they cannot be run through the canceling machine, making it necessary to do this work by hand as well as requiring extra handling in facing and distribution. The post office department has fixed the smallest size of Christmas greetings and cards which can be conveniently sent through the mails at 2 1/2 by 4 inches.

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Barbara LaMarr



Barbara La Marr finds in acting the third career which she has followed with distinction and success. First as a dancer, she began her career at the age of seven, continuing on up until she was ranked high as an interpretive dancer at the age of seventeen. She then took to writing, and produced six novels which were converted into motion pictures. It was another step forward when she decided to try her skill at acting. Miss La Marr is a native of California. She is of medium height and has dark hair and dark eyes.

The Friendly Path By Walter I. Robinson

LIFE INSURANCE

LIFE insurance is one of the greatest blessings of mankind. That it has gained the approval and support of nearly all men of wisdom and prominence in the country is a just cause for rejoicing. No one must be very old to recall the days when a large number of people believed life insurance something which required one to die to win. Today, it is looked upon as offering an exceptional opportunity for saving, as well as protecting dear ones while men and women labor to provide the necessities of life.

Life insurance companies' statements of distributions to policyholders or their beneficiaries usually are considered dull reading. But they would become intensely interesting to every intelligent person if he were to give them sufficient study and thought. Viewed either as a safe means of saving or as a legitimate means of protecting the welfare of wives or children, the cold figures take on new meaning which ought to increase the joy along life's pathway.

Contradicting the old belief that life insurance was a "die to win" proposition, the statement of one of the country's biggest companies shows that this corporation during 1920 paid out more than twice as much to living policyholders as it did to beneficiaries of those who had died. The exact figures are \$79,235,838 paid to living policyholders and \$35,453,758 to beneficiaries.

The work of selling life insurance isn't nearly as disagreeable as it used to be. But there are still a great many who should carry insurance who do not, and others who should carry more than they do who lack the courtesy or good taste to treat insurance salesmen with respect. Nevertheless, the salesmen, comprising a valuable army in the United States, are a brave body and, to their credit it may be said, are, as a rule, perfect gentlemen. They are trained to smile when rebuffed.

Those who give them the "glad hand" and buy a reasonable amount of insurance, just as they buy other necessities or as they place loose change in savings funds, will find more joy in following their daily paths.

YOUR HAND How to Read Your Characteristics and Tendencies—The Capabilities or Weaknesses That Make for Success or Failure as Shown in Your Palm

ILLNESS SHOWN IN THE HAND CHRONIC indigestion, or digestive troubles, are marked in the hand by a wavy line of health. This sign is intensified by a poor and narrow line of the head and an island on the line of life shows at which period of life the trouble may be feared.

Kidney troubles are shown by puffy, watery-looking skin, with a star on the mount of the moon and ailments of the liver by a livid or yellow line of the heart, with a wavy or discolored line of the head having a bluish spot and a wavy line of health. Danger to be feared in maternity is seen in a line running from the upper part of the mount of Venus (or ball of the thumb) to the mount of Saturn, underlying the middle finger.

Chronic melancholia is threatened if there is a grill or gridiron on the mount of the moon, which lies toward the outside of the palm, near the wrist. If the line of the head is broken in small sections, having the appearance of small squares, there is peril of loss of memory.

STATE NEWS IN BRIEF.

Sheridan.—A slogan for Sheridan adopted by the Boosters' club and which will be printed in large letters on arches over the city's streets is: "You name it, we grow it."

Hood River.—Allotment of refrigerator cars here now average 50 a day, and shippers are promised that the allocation of equipment will continue at this rate. It is expected that back orders will be cleared up and the congestion of warehouses will be relieved by the holidays.

Pendleton.—Adoption of the Umatilla county market road programme will take place at the December meeting of the county court. Already there are more requests for market roads than there is money available to build in 1923.

Silverton.—The Silverton city engineer reported that 17,711 square yards of street paving were built at Silverton during 1922. This made about 1 1/2 miles of paving. Silverton is said to be one of the best paved cities in the United States for its size.

Albany.—Linn county's roadbuilding programme for 1920-22 will cost \$1,579,972.41 by the end of this year, creating a \$223,853.65 deficit and exceeding the constitutional limitations, according to the report for the state highway commission completed Saturday by R. M. Russell, county clerk.

Salem.—Tightening up of the motor vehicle traffic laws so that judges will be compelled under penalty to report to the secretary of state the names of all persons whose operators' licenses have been suspended, probably will be attempted at the next session of the legislature. This was announced last week.

Pendleton.—Last year Umatilla county was started by the check on the figures on marriage and divorce, when the ratio of divorce suits filed to marriage licenses issued was one to two, but a compilation of figures for this year to date shows a total of 123 divorce suits filed with only 171 marriage licenses issued.

Salem.—The state budget commission, which was created by an act of the last legislature, will hold a series of meetings in Salem this week and pass on the several items contained in the budget of estimated expenditures for the years 1923 and 1924. Final approval of these items will rest with the legislature which convenes in January.

Astoria.—The effects of the car shortage are being seriously felt here in connection with the movement of wheat from the interior, particularly by the flouring mill company. This plant requires 16 carloads of wheat every 24 hours to continue operating both day and night, but the grain is coming in at the rate of five and six cars daily.

Salem.—Roy Ritner of Portland, president of the state senate, will act as governor during the absence of Governor Oleott, who left Friday night for West Virginia. Governor Oleott expected to be away from the state for a month. Among the duties that will fall on Acting Governor Ritner will be consideration of the budget for the next biennium.

Herniston.—The open winter predicted for eastern Oregon this year may prove disastrous to the Umatilla irrigation project, according to H. M. Schilling, manager of the project. If there is no snow on the level and but a light fall in the mountains difficulty will be experienced in getting a water supply to fill the reservoir, the manager points out.

Corvallis.—Out of 44,144 tests for tuberculosis among Oregon cattle only 466 reactors had been discovered up to July 1, 1922. This volume of testing placed Oregon among the first five in the United States, according to a recent report of the United States bureau of animal husbandry. In the number of cattle under federal supervision Oregon stands seventh in the entire country.

St. Helens.—Lumber shipments from St. Helens for the week ending Sunday night were the heaviest of any week for the past two months and aggregated 7,000,000 feet. The steamer George Olson departed Tuesday night with 1,240,000 feet of lumber for San Pedro, and the schooner Thomas J. Lipton, carrying 1,200,000 feet of lumber for the same port, departed Wednesday.

Eugene.—The first Lane county courthouse is soon to be razed to make room for modern improvement. The lot on which it stands on Seventh avenue east, between Oak and Pearl streets, just back of the lot where it was first erected in 1854, has been sold and the old temple of justice as well as a large lively stable building will be torn down so that a garage may be erected.

The Secret of Being a Convincing Talker

How I Learned It in One Evening.

By GEORGE RAYMOND

"Have you heard the news about Frank Jordan?" The question quickly brought me to the center of the office. Jordan and I had started with the Great Eastern Machinery Company, within a month of each other, four years ago. A year ago, Jordan was taken into the accounting division and I was sent out as salesman. Neither of us was blessed with an unusual amount of brilliancy, but we "got by" in our new jobs well enough to hold them.

Imagine my amazement, then, when I heard: "Jordan's just been made Treasurer of the Company!" I could hardly believe my ears. But there was the "Notice to Employees" on the bulletin board, telling about Jordan's good fortune.

Now I knew that Jordan was a capable fellow, quiet, and unassuming, but I never would have picked him for any such sudden rise. I knew, too, that the Treasurer of the Great Eastern had to be a big man, and I wondered how in the world Jordan landed the place.

The first chance I got, I walked into Jordan's new office and after congratulating him warmly, I asked him to let me "in" on the details of how he jumped to the top. His story is so intensely interesting that I am going to repeat it as closely as I remember.

"The first thing I did was to buy a number of books on public speaking, and I seemed to be meant for those who wanted to become orators, whereas what I wanted to learn was not only how to speak in public but how to speak to individuals under various conditions in business and social life."

"A few weeks later, just as I was about to give up hope of ever learning how to talk interestingly, I read an announcement stating that Dr. Frederick Houk Jordan had just completed a new course in business talking and public speaking entitled 'Mastery of Speech.' I sent for them and in a few days they arrived. I glanced through the entire eight lessons, read the headings and a few paragraphs here and there, and in about an hour the whole secret of effective speaking was opened to me."

"For example, I learned why I had always lacked confidence, why talking had always seemed something to be dreaded, whereas it is really the simplest thing in the world to get up and talk. I learned how to secure complete attention, how to say and how to make everything I said interesting, forceful and convincing. I learned the art of listening, the value of silence, and the power of brevity. Instead of being funny at the wrong time, I learned how and when to use humor with telling effect."

"But perhaps the most wonderful thing about the lessons were the actual examples of what things to say and when to say them to meet every condition. I found that there was a knack in making oral reports to my superiors."

Mrs. Esther Wolfe

When You Have a Cough or Lose Weight and Appetite Take This Advice

Fresno, Calif.—"After an attack of scarlet fever I was in a weak, anemic condition. My appetite was poor and I had no interest in anything. My friends did not expect me to live as with the weakness I had a bad cough. I had heard my parents speak of Dr. Pierce's medicines, so I got a bottle of the 'Golden Medical Discovery' and began to take it. Before I had used all of the first bottle I knew it was doing me good, for I felt a desire for food, my cough ceased and I began to have color and to take an interest in life. I continued to take the Golden Medical Discovery till I felt strong and well. Today I am enjoying the best of health."—Mrs. Esther Wolfe, 2311 Tyler Ave.

Wild Cinnamon. Although the cultivation of cinnamon in Indo-China is increasing, most of the product comes from the wild shrub. When a native discovers a cinnamon tree he must make a declaration before the local administration.

Misdirected Energy. Then there is the man who seems destined to go through life hitting his thumb on the back while trying to hit the nail on the head.

Shave With Cuticura Soap And double your razor efficiency as well as promote skin purity, skin comfort and skin health. No mug, no slimy soap, no germs, no waste, no irritation even when shaved twice daily. One soap for all uses—shaving, bathing and shampooing.—Adv.

Men will talk of little things and great things as if they knew what things were little and what things were great.—Phillips Brooks.

Rec Cross BALL BLUE is needed in every department of house-keeping. Equally good for towels, table linen, sheets and pillow cases. Grocers

I found that there was a right way and a wrong way to present complaints, to give estimates, and to issue orders.

"I picked up some wonderful pointers about how to give my opinions, about how to answer complaints, about how to ask the boss for a loan, about how to ask for extensions. Another thing that struck me forcibly was that instead of antagonizing people whom I didn't agree with them, I learned how to bring them around to my way of thinking in the most pleasant sort of ways. These, of course, along with those lessons there were chapters on speaking before large audiences, how to find material, how to talk to servants, and how to talk to children."

"Why I got the secret the very first evening and it was only a short time before I was able to apply all of the principles and found that my words were beginning to have an almost magical effect upon everybody to whom I spoke. It seemed that I got things done instantly, where formerly, as you know, what I said 'went in one ear and out the other.' I began to acquire an executive ability that surprised me. I smoothed out difficulties like a true diplomat. In my talks with the chief I spoke clearly, simply, convincingly. Then came my first promotion since I entered the accounting department. I was given the job of answering complaints, and I made good. From then on, I began to feel the joy of making collections. When Mr. Buckley joined the Officers' Training Camp, I was made Treasurer, between you and me, George, my salary is now \$7,500 a year and I expect it will be more from the first of the year."

"And I want to tell you sincerely, that I attribute my success solely to the fact that I learned how to talk to people."

"When Jordan finished, I asked him for the address of the publishers of Dr. Law's course and he gave it to me. I sent for it and found it to be exactly as he had stated. After studying the eight simple lessons I began to sell to people who had previously refused to listen to me at all. After four months of record-breaking sales, I received a wire from the chief asking me to return to the home office. We had quite a long talk in which I explained how I was able to break sales records—and I was appointed Sales Manager at almost twice my former salary. I know that there was nothing in me that had changed except that I had acquired the ability to talk where formerly I simply used 'words without reason.' I can never thank Jordan enough for telling me about Dr. Law's Course in Business Talking and Public Speaking. Jordan and I are now spending all our spare time making public speeches and Jordan is being talked about now as Mayor of our little town."

AMERICAN NEWSPAPER ASSOCIATION of Portland, Ore. 418-19-20 U. S. National Bank Bldg. Gentlemen: Please mail me Dr. Law's course, "Mastery of Speech." I will pay the postman \$1.50 on delivery, which completes the transaction and pays for the course in full. Thereafter the course is mine absolutely.

Name _____ City _____ State _____ Write Plainly.

Cuticura Soap The Healthy Shaving Soap

Ancient Culinary Ideas. Some of the early ideas of delicacies would not appeal to the modern taste, nor would such methods as some Roman cooks applied to the red mullet, which was cooked while alive in a glass vessel on the table.

Good Way of Looking at It. If the weather doesn't happen to be good for my work today, it's good for some other man's, and will come round to me tomorrow.—Dickens.

First English Duke. The title of duke, the highest order of the British peerage, was first introduced in 1337, and the Black Prince, the son of Edward III of England, was the first duke, under the title of the duke of Cornwall.

MOTHERS AND DAUGHTERS Read This Letter from Mrs. W. S. Hughes

Greenville, Del.—"I was under the impression that my eldest daughter had some eternal trouble as ever since the first time her sickness appeared she had to go to bed and even had to quit school once for a week. I always take Lydia E. Pinkham's Vegetable Compound myself so I gave it to her and she has received great benefit from it. You can use this letter for a testimonial if you wish, as I cannot say too much about what your medicine has done for me and for my daughter."—Mrs. W. S. HUGHES, Greenville, Delaware.

Mothers and oftentimes grandmothers have taken and have learned the value of Lydia E. Pinkham's Vegetable Compound. So they recommend the medicine to others. The best test of any medicine is what it has done for others. For nearly fifty years we have published letters from mothers, daughters, and women, young and old, recommending the Vegetable Compound. They know what it did for them and are glad to tell others. In your own neighborhood are women who know of its great value.

Mothers—daughters, why not try it? **Are You Satisfied?** BEHNKE-WALKER BUSINESS COLLEGE is the biggest, most perfectly equipped Business Training School in the Northwest. Fit yourself for a higher position with more money. Permanent positions await our graduates. Write for catalog—Fourth and Yamhill Portland. P. N. U. No. 48, 1922