

Nanking had been taken by a particular army in China, and the papers were full of it and they asked him to speak in the American church in the afternoon for 20 min. on what it meant to China, and he spent his first 15 min. of the 20 telling. O how I wish I could give you an understanding of what this really means. I was born in China. I was brought up ~~there~~ in it. I feel just what it means, how important it is. I wish I could get it across to you." And he went on that way for 15 minutes saying how he wished he had more time to give them some understanding what was happening in China. He spent his last 5 minutes giving some good material, but I thought what he could have done in the whole 20. But when he finished the people were saying Oh what a marvellous talk. That was the finest description of China I have ever heard, and it was his personality. He just had that particular gift which a few people have, and those few people unfortunately are often tempted to get along by the force of their personalities, and not to work and to develop their other characteristics. But we all have personalities varying in their abilities to reach people, but it is good to learn just what ability we have in this direction. It is good to learn everyone can increase it. The one who has a tremendous personal charm can make it somewhat greater. But the one who thinks he has none can double or triple it by thinking of the other person. Thinking of making the other person feel at home, taking an interest in the other person.

clever

I saw a cartoon once that was rather subtle ~~along~~ along this line. It showed a man and a woman, and the man was expounding to her on the mysteries of <sup>a game of</sup> football and each -- in each picture he gave about 3 sentences on some abstruse element of the game, and she would say, Oh what an understanding you have. And he would give a little more, and she would say, My that is marvellous how you describe that, and he would give a little more and she would say, Oh how interesting. And then the last picture showed him speaking to another man, and the <sup>other</sup> man said, That was a vey pretty girl I saw you taking to when I saw you yesterday. Oh yes, he said, and does she understand football! It's amazing her knowledge! Actually all she did was to show her interest in what he was saying. But most people are so interested in what they want to say that they are terribly bored by listening to anything