

of dealing with something related to it, but a little bit different and I started to tell them about this thing I would like to get and he starts in with, now, don't buy it this way you this way, that is the way you will get a better price, that is the way you should handle it and so on and he explained it to me and you just feel that he is so interested and anxious to help you and he is prices for it, you say it this way and you would get it the right way and all that and then after you have gotten that information from him you just feel so close to him that you think of the things he like to get and you say, now, I would like such and such and how about this and immediately his attitude changes and then when he is affected immediately no, the price is just the right thing in that area and that is not merely in the area of selling, I have seen it in other areas, how often people are so friendly and so kind and so helpful when they are not affected, but when you get to where they have a chance to get or they might be injured, you see another face altogether, there is something in the world here that looked at logically can to take the attitude that . When I was going to college, graduated from college, I came east to study in a theological seminary here and another number of students from our college studied in different schools of the east and there was one girl there who went to New York and studied in the New York School for Social Service where they had planned to make a perfect world as I understand it and just how to improve conditions, and of course, we want to improve conditions every way we can, but the impression they got was like that of the old if you make things right everything will be just fine, but one time we had a reunion of some of us from the different schools and we met at a place there out in the country where some of us went to school and we went together in the country there which was open to the public and as we walked through the estate we came to a lovely fountain, perhaps twice as big as this room here and as we stood at one end of the pond and we looked at