

Dr. Frank Crane Says

Play The Averages And Be Safe

A young man by the name of Orrell, who was cashier for a brokerage firm, has recently been arrested on a charge of swindling his employers out of some \$244,000.

He took this money a little at a time and always hoped to pay it back by making favorable plays in the stock market. He pinned his hopes on the advance in prices of breakfast foods and steam locomotive stocks. They didn't lead him to the hill of prosperity as he imagined they would but they dumped him in the ditch.

He now says to himself, according to the newspapers, that he is "just another sucker."

There have doubtless been many great fortunes made by lucky chances and many people have struck oil wells or gold veins or diamond pockets. Others have had rich uncles die and leave them a lot of money.

There is no discounting this and no attempt to prove that it is not so. Gambling does not always lead to misfortune. Some players at Monte Carlo come away with a pile.

But the point is, the chances are all against them. For every one man who succeeds and who you hear about there are thousands who fail and whom are never noted.

The shrewd man bases his acts of life upon averages. He recognizes that there is much luck in human affairs. But there are certain laws of averages and life is a balance of probabilities.

The difference between a clever man and a fool is that the former pins his hope upon general laws and the chances are in his favor, while the latter fatuously believes in the exception and usually gets stung.

If life means anything to you, don't unnecessarily risk it.

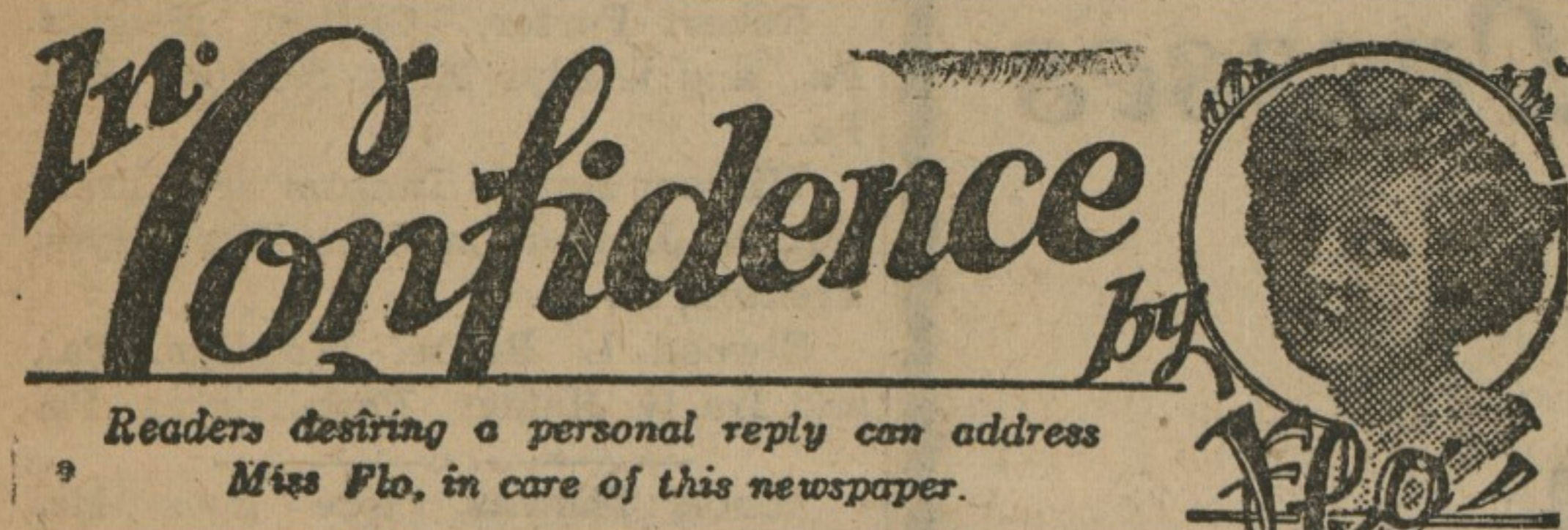
If you want fame and fortune, don't pit them on the turn of a card.

Study to find out what the law of average is and follow that law.

The wicked sometimes prosper and unjust and tyrannical people are successful, but the average is against them, and in the end they usually suffer.

The man who minds his own business and never takes chances unless he has to is running along with the laws of the universe. He is trusting to the cooperation of events and they do not fail him in the end.

Being good is merely having confidence in the laws of average.



On How To Win A Girl

Dear Miss Flo:—

What I would like to know is this—do girls like men who pay a great deal of attention to them—or do they prefer men who seem rather indifferent? My system is to let them do the fussing, but some of my friends tell me that I'll never get anywhere that way.

Unquestionably, there are some girls upon whom indifference acts as a spur to conquer and bring to their feet new worshippers, but I don't believe those girls are in the majority. Girls today do not place undue value on the admiration of every man, and they are too engrossed in the business of living to waste a great deal of effort on any one man.

When woman had more time to play—they expected and demanded attention, admiration, and pursuit from all men of their acquaintance, and if one man displayed indifference, the girl's vanity was hurt; her business was to teach him that he was not so immune to her feminine charms as he thought. An amusing pastime!

But girls of today have a broader range of interests. Not that they do not yet demand attention, admiration, and pursuit of men—they still expect men to fetch and carry for them—and like it, but if they don't—well, what is one scalp more or less! There are so many other interesting and amusing things in life!

They rather expect men to accept them on their own terms, so to speak and most men have been willing to respond to this franker and healthier understanding of friendship between the sexes.

There might come a time in the affairs of a courtship when indifference on the part of the man toward an incorrigible girl might be an effective threat that she would lose him if she didn't behave. But in starting out to conquer, I wouldn't recommend indifference as an incentive to a girl's interest. Your modern miss is a bit too honest, herself to be

intrigued by subtle methods.

Perhaps the best working principle at the moment is one that might be placed under the heading of comradeship—that is, treating the girl as a human being, respecting her for her intelligence, ability, good qualities and thereby winning her respect for years; developing common interests until you grow so close together that you find life would be dull without her.

Of course, everything depends upon the girl's individual personality. A man who gets there most quickly studies the girl and applies his knowledge deftly. After all, it is impossible to suggest a lone of conduct for winning a girl without knowing anything about her.

Catalogue her. Find out to what type she belongs and adapt your tactics to the situation, for all women do not rise to the same line of courtship. There are some feminine hearts that can be taken only by assault and battery, and others that surrender to patient siege. There are women whose love is for sale to the highest bidder, and others bestow it in pity.

So there you are, and your success will depend upon your ability to psycho-analyze the particular woman and upon the skill with which you suggest to her that you are the great unsatisfied need of her soul.

But when the right girl comes along, you'll forget all about "system"—and set out to win her according to the dictates of your heart.

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