

The Barnard Bulletin

VOL XXIV No. 17

NEW YORK: FEBRUARY 20, 1920

PRICE SEVEN CENTS

THE FEBRUARY BEAR

It is with a feeling somewhat akin to bewilderment that one begins the "Censorship of Sense" in the February Bear. And upon further exploration in darkest Oplycke, this bewilderment steadily increases. Here is an editorial, certainly a message to the readers of the Bear. But the readers of the Bear are not Bernard Shaws, and a message to be appreciated must be understood. Being evidently with Shakespeare that "to be direct and honest is not safe", Miss Oplycke has cleverly concealed her purpose. Yet there is an undeniable joy in reading the "Censorship." It is the work of a practised hand, a clever hand, and though the meaning is obscured there are so many joys by the way side, that it is pleasurable to wade through . . . more pleasurable indeed than the "February Inventories" which immediately follows, and which though clear and succinct, lacks the unmistakable charm of the editorial.

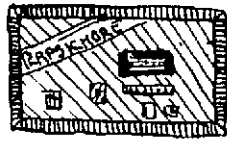
"The Way Out" by Miss MacMahon is a really notable achievement. To make use of a much harassed phrase, it has "a distinctly grownup touch". In a few pages and with a few words the author has painted for us a situation full of poignant feeling. Mary Brockway's figure of infinite pathos, and the character of "Ma" as shown in her act of washing the pink linen contains a pathos that is almost unspeakable. The doctor and his son are also well differentiated. The older man evidently, though somewhat sympathetic attitude, can be seen to adhere to the more old-fashioned principles of conduct. On the other hand the son has a modern idea of Duty, and this is skillfully shown in the play. Perhaps the more conservative will say the solution is unreal. Surely it is merciful.

Miss Sexton's "Inevitably" has much pleasure in it. To be sure she might have sacrificed the double travesty for a single one and omitted the satire on the engaged girl, in order to stay longer in the movies. There are some sure touches in "Inevitably". The portrait of the miners who "instinctively" hold their heads whenever they encounter a good woman or a corpse "is a short of delightful. It is to be regretted that Miss Sexton did not stay to the full bill at the playhouse with the purpose of burlesquing for us a scene or even one of the custard pies.

The remaining story, "The Tale of the Blind Child", is a whimsical-fairy story, and is very pleasant.

Of the poetry, "The Goddess Che'n" is perhaps the best. The first part of the sonnet is a lovely picture, but the

QUESTION NO. 1923 B.C.



WHAT DOES TERPSICHORE MEAN?—?

ANSWER NO. 1920 B.C.



WHY THE DANCE CLUB OF COURSE!—!

VOCATIONAL CONFERENCE

While the curricular committee is sending out questionnaires on the problem of post-college occupations from the undergraduate point of view, the alumnae are planning to answer the question,—and not on the basis of Castles in Spain. All Barnardites are urged to come to the vocational conference on Thursday evening, February 26 at 7:15 in the Lecture Room of Students' Hall, and also to come to the cafeteria supper, which will precede it at 6:15 in the lunchroom tables reserved), where they may meet the speakers. These will include: Louise C. Odenerantz, '07, formerly superintendent of the women's division of the U. S. Employment Service, N. Y. State, and now employment manager of Smith and Kaufman; Helen L. Cohen, '03, head of the department of English at Washington Irving High School; Edna Lonigan, '16, formerly an investigator at the U. S. Bureau of Labor Statistics and now investigator for the Red Cross; Mary F. Barber, '18, (known to juniors and seniors as editor-in-chief of the Bear during her senior year) now editorial assistant at

WOMEN IN FINANCE

(We are indebted to Mrs. Rogers, Barnard 1915, for the following.)

During the last few years the financial world has increasingly employed women in various capacities and I believe it would be worth while outlining for Barnard students the possibilities of this field.

First, and as a matter of course, there are stenographic and secretarial positions. For those who are interested in finance and have the other technical requirements such a position combines interesting work with the possibility of advancement to some of the other positions outlined below.

A type of work that has recently been introduced is that of educator, which should appeal to those who have a vocation for teaching, but feel that the teaching profession is not lucrative enough. Most financial houses today educate their sales people along financial lines and require the services of an instructor. Where a women's sales organization exists the instructor is usually a woman. The work comprises the delivery of lectures and the conduct of discussions daily or at stated intervals on various phases of finance. The remuneration varies with the amount of work done and with various houses, but it is larger than the pay in the teaching profession.

Executive positions, which are the hidden desire of all college girls, are not very numerous, but are increasing. There are a number of women to-day who hold enviable positions in executive capacities. Where a financial house has a women's department, as most forward-looking houses to-day have, there is usually a woman at the head. This manager takes charge of the sales-force, recruits and trains it, manages the details of the department's business, interviews and advises the clients of her saleswomen and so on. An equipment of economics and finance along with some experience in the financial world is required for such a position. Since most houses choose their managers from their own forces such a position is the logical future for a woman entering the financial world seriously.

Traders, or those who carry on the actual buying and selling of securities for clients, have until recently been almost exclusively men. But there is at least one Barnard student who holds such a position at present. It is interesting work and very lucrative, and the necessary knowledge of securities was gained by this young woman in the capacity of stenographer for the firm.

(Continued on Page 3, Column 2)

(Continued on Page 6, Column 2)

BARNARD BULLETIN

VOL. XXIV No. 17

Published weekly throughout the College year, except the last two weeks in January, by the Students of Barnard College, in the interests of the Undergraduate Association.

BOARD OF EDITORS

Editor-in-Chief

Dorothy Butler, '20

News Editor

Bertha Wallerstein, '20

A.A. Editor

A. Carter, '21

Under the Clock

R. Clendenin

Associate Editors

M. Marks, '21	A. MacMalton, '20
L. Andrews, '21	K. Brosnan, '20
F. Marlatt, '21	

Assistant Editors

B. Whyte, '20	H. Prince, '22
E. Brooks, '22	M. Trusler, '23
I. Rathborne, '22	M. Gordon, '22

BUSINESS BOARD

Business Manager

Ruth R. Jones, '21

Assistants

M. Metcalf, '22	A. Jones, '22
L. Rissland, '22	K. Shea, '23
M. Costello, '20	K. R. Koelder

Subscription—One Year.....\$1.75
—Mailing Price 2.00

Strictly in advance.

Entered as second-class matter December 14th, 1908, at the Post Office, New York, N. Y., under the Act of March 3d, 1879

Acceptance for mailing at special rate of postage, provided for in Sect 1103, Act of Oct. 3, 1917, authorized November 12, 1918.

Address all communications to
BARNARD BULLETIN
Barnard College, Columbia University,
Broadway and 119th Street, New York.

NEW YORK, FRIDAY, FEB. 20, 1920

LIGHT

The Bacon-Shakespeare controversy is passe, and now it is the Ashford-Barrie question which is interrupted by "Milk or Lemon please?" or "Will you take in Miss --?" There are not only the pro-Barries and pro-Ashfords (having their Bacon-Shakespeare prototypes); there is also the "What Does It Matter?" school. If Barrie wrote it, it is a great compliment to him he could reproduce the childish imagination so perfectly, they hold, and if Miss Ashford is the true author, it is hardly less of a compliment to her. Yet the question of authorship really is important in this case, for both of those named are living, and each would deserve that honor if he or she has earned it. We are glad to present to our readers the following bit of evidence, which we hope may serve for more substantial diet than small talk.

B. W.

**DAISY ASHFORD WRITES
BRYN MAWR**

Daisy Ashford, author of "The Young VISITORS" has written Harol-dine Humphreys '23, that she is not an invention of Barrie's and that she never met him until she called to thank him for writing the preface to her book. Miss Ashford's letter reads:

"Thank you so much for your nice letter of appreciation about my book. I am so glad you really like it and especially to hear that you do believe in my genuineness. So many people over here, even now, still think that Barrie wrote it, and though it is a very great compliment I am beginning to get a little bit tired of hearing this. But evidently you were a highly imaginative and observant child yourself, so you were able to spot that 'The Young Visitors' is a genuine thing. The original Ms. was not altered by a comma even, and is word for word as I wrote it. I am not an invention of Barrie's, in fact I never met him at all till after my book was published when I went to thank him for his kindness in doing the preface. I hope you will be able to convince your sceptical friends that I do exist and that I really wrote every word of 'The Young Visitors' myself, without help from any one, and that the original Ms. was never altered or touched in any way.

Yours sincerely,

DAISY ASHFORD."

From Bryn Mawr Alumnae Quaterly.

DIOGENES

This is the tentative name given to a group which met on Tuesday afternoon to discuss the possibility of having regular meetings for the informal consideration of ethical problems. After many suggestions, the topic for our next meeting was finally decided upon:

"Can we get a working application of the Ten Commandments?"

This meeting will be held in the Student Council Room Tuesday, February 24, at three o'clock.

A few of the topics offered for discussion in the future are:

1. Is lying justifiable?
2. What kind of religious education should children be given?
3. Have we a divine spark?

NOTICE

The management of the "Come Back Revue of 1920", Columbia's Soldiers Show, wishes to invite any of the students of Barnard College to attend the rehearsal of the show at Earl Hall, Saturday, February 21st at 1 P. M. We are looking for additional girls for our chorus and specialty work.

M. V. O'CONNELL,

Manager.

DEFICIENCY EXAMINATIONS

Deficiency examinations will be held in Barnard College during the week of March 1, to 6th. These examinations are open

(1) To students who have received E (or D in excess of 6 points), provided the term work in the course has been of Grade C or higher.

(2) To students who have been absent from the mid-year examination in any course, provided their term work in the course has been of satisfactory grade.

Students can obtain from the Registrar examination or re-examination, or courses in which they are eligible for examination or re-examination.

APPLICATIONS FOR EXAMINATIONS CAN NOW BE OBTAINED AT THE OFFICE OF THE REGISTRAR. They must be properly filled out and returned with a fee of \$5 so that they are in the hands of the Registrar of Barnard College before 4 O'CLOCK ON FRIDAY, FEBRUARY 20th.

Students are requested to file with their applications time cards which may be referred to when the deficiency examination schedule is made.

The schedule of these examinations will be posted on the bulletin board at Barnard College about February 26th.

ANNA E. H. MEYER, Registrar.

GLEE CLUB QUESTIONNAIRE

1. Do you like to hear "good music"?
 2. Do you like to hear "popular music"?
 3. Do you like to hear your friends' "music"?
 4. Do you like to dance?
 5. Do you enjoy a good time?
- If so—REMEMBER—Friday, March 5th; 8:15 p.m.
Brinckerhoff Theatre, Subscription \$75

COLLEGE CALENDAR

- Friday, Feb. 20.—Ice Carnival, 4 p.m. at Nottok.
- Tuesday, Feb. 24.—Hebrew Culture Society in Conference Room at 5 p.m.
- Wednesday, Feb. 25.—College Tea.
- Thursday, Feb. 26.—Contemporary Verse Club and Bear Tea in College Parlor at 4.
- Friday, Feb. 27.—Gym contest at 5 p.m.

OUR MEMORIAL GATEWAY

It has been announced that a memorial gateway in front of Students' Hall, on Broadway and 117th Street, and adjoining fence, will be presented by Mrs. Helen Hartley Jenkins and Miss Grace Hartley Jenkins, in memory of Helen Hartley Jenkins Geer of the Class of 1915. According to the plan for the future development of our land, this gateway will always be the main entrance to Milbank Quadrangle and to the College as a whole.

THE FEBRUARY BEAR

(Continued from Page 1, Column 1)

second, though it completes the thought, is not so good in that it seems to be a bit constrained to form. Miss Harlow's offering also contains some excellent description, but tends to be a trifle sing-songy before the end is reached.

"Poets' Gold" has charm but is almost too reminiscent of the "Pan School of Poetry" for which Barnard is so noted. However, there is a dignity about it, a breadth and graciousness that is very pleasant. Miss Mosher's "Quest" embodies some picturesque touches, although the thought is not particularly new.

Someone has said, "It is childish to summarize". This may be true, but it is hoped that one may be permitted to be juvenile, only long enough to say that the February Bear is an extremely interesting publication.

ADELE ALFKE.

CLASS MEETING '22

Last Tuesday, 1922 evaded the danger of flu and yet held a class meeting by assembling on South terrace and discussing important business in the open, thereby stimulating a speed and directness not always characteristic of a warm room where all are comfortably provided with chairs. The business of the meeting chiefly concerned Greek Games. Dorothy McGraynd, former chairman for 1922, being unable to attend college this term, was made Honorary Chairman with a unanimous vote of thanks for the work she had already performed. Kitty Coffey was elected active chairman to conduct the present work. Mention was made of the Greek Games tax, the apportioning of entrance receipts and the importance of noting rehearsal dates. When these matters were settled an announcement was made of the date of the University Teas, March 5th and May 7th, and the meeting wound up with selection of April 17 for the Sophomore Dance.

BARNARD WINS AGAIN

Columbia found out the truth of that old axiom—if you want to find out something about a woman, ask another woman—when it launched its song contest on the identity of the famous Emmy Lou. Out of many solutions of this fascinating mystery offered by men and girls of the University, two from Barnard were judged the best. Miss Mary E. Scott, a Senior transfer here, won first prize for her lyric "Who is Emmy Lou?" and Miss Isobel W. Strang was runner-up. Those interested in Emmy Lou are referred to the winner's lyric as printed in last Monday's "Spectator"—and for further information to Miss Lou herself in VARSITY SHOW, to be held at the Hotel Astor, March 24-27.

COMING MARCH 13!

R. S. O. DANCE

Sign up in R.S.O. office or on the first floor of Students' Hall. Paydays March 8th, 9th, and 10th. Subscription: two dollars.

AFTER COLLEGE—WHAT?

The Undergraduate Committee on Curricular Affairs is coming to life next Tuesday with a bang. Yes, you have guessed it. More questionnaires. This time we expect to get a filled out questionnaire from every single student. You will be asked, not about your courses, but about your future life (in this world) and just what college has done to your views and intentions. From these questionnaires we will find out how many future doctors, teachers, scientists, missionaries, we have among us. We will see how many intend to get paid jobs when they leave college, and we will find how many girls have found college instrumental in changing their plans for the future. The Class Presidents have kindly given us a few minutes for the answering of these questionnaires during our next compulsory class meetings. Bring your fountain pens and your thoughts.

ALUMNAE NEWS

Margaret Terribery, '15, was married to Walter Grant Thomas on Jan. 29, 1920.

BOARD OF STUDENT PRESIDENTS

At last this new Board, composed of the presidents of all clubs and organizations and the four class presidents, has been recognized by the college authorities. Up to date, as many of you know, it has been acting unofficially in posting the daily calendar on the blackboard in Students' Hall and in working out a tentative revision of the Point System.

The purpose of the Board is "to supervise, direct, and co-ordinate the social activities of the college and to assist Student Council in its control of all activities." To further this purpose, all organizations which plan to give a large entertainment or dance are requested to submit a petition for such an entertainment (mentioning the date) to the Board of Student Presidents instead of to Student Council.

FRESHMEN MEET WHERE SHINGLES OUGHT TO GROW

Determined not to be outwitted by such little things as influenza bans, the Freshman class met on the roof of Students' Hall, last Tuesday. Since the purpose of the gathering was the settlement of questions pertaining to Greek Games, Garda Brown, Greek Games chairman, took charge. The last business of the meeting before it adjourned to lower regions, was a vote of the September freshmen to give their February sisters a party.

The New School for Social Research

offers courses for

Business and Professional Men and Women, Trade Unionists, Students and Teachers

Law Reform, by Roscoe Pound, Felix Frankfurter, and others.

Income and Excess-Profits Taxes, by T. S. Adams.

Corporation Finance. Business Cycles.

Statistics. Trade-Union Policies.

Reconstruction Problems.

Problems of American Government.

Current Political Thinking.

Religion in Social Progress.

Social Function of the Engineer, by Guido H. Marx

SECOND TERM BEGINS FEBRUARY NINTH

For catalogue apply to the school

465 West 23rd Street, New York

Chelsea 1386

ALUMNAE DAY

On February 12, Alumnae Day, the drive was launched in great splendor. A formidable parade of undergraduates, preceded by Rags and numerous movie men, tried to keep warm by singing as they marched from Milbank to Students Hall. There they grouped themselves on the steps and were photographed again. Then the undergraduates dispersed to the healthy outdoors, and in the gymnasium Barnard's largest Alumnae reunion began.

Mrs. George Haven Putnam, a former Dean of the college, was the first speaker. The first gift of \$5000 was given by Mrs. Ogden Reid, '03, Trustee of Barnard and advertising manager of the New York Tribune. Mrs. Jenkins presented a gateway for Students Hall and for the 119 St. entrance to the quadrangle and a new fence in memory of her daughter, Helen Hartley Jenkins Geer, Barnard '15.

Mr. John Drinkwater was the guest of honor. In his speech he emphasized Lincoln's greatness from an English dramatist's point of view. Lincoln was not only a great American, he was an international hero, for his ideals were beyond national policies. Throughout his career his actions were governed by his one ideal—service to humanity. His freeing of the slaves was not an end in itself—it was one evidence of the greatness of his character—one concrete example of his service to humanity.

BARNARD WAR WORK
MEMORIAL

A letter was recently received, addressed to the Barnard Bulletin, saying: "New York War Camp Community Service desires to attest its appreciation of the services rendered by your organization during the course of the War in cooperation with 'War Camp' for the entertainment of men in uniform. We have prepared a certificate of service which we shall be glad to enclose with the name of your organization and place in your hands if you so desire; and we sincerely trust that you will be as much pleased to receive it as we shall be to present it."

The certificate has now been received, with a letter from Mr. Rowland Haynes, the Director, stating that

"This certificate is a cordial acknowledgment of our deep appreciation of the services rendered by your organization during the World War in cooperation with New York War Camp Community Service for the entertainment of soldiers, sailors, and marines."

Through the kindness of the Dean this certificate is to be framed and hung in a prominent place in College, as a permanent memorial of Barnard's War Work.

A. A. NEWS

SPORTS—BASEBALL

The Baseball season has had a most auspicious beginning. The closing of the pool has thrown many newcomers into apparently the only non-contagious pastime around college, and in addition it has been most gratifying to the managers to see all the old stand-bys coming out again on the diamond. Between the veterans and the new devotees we manage to have a lively practice three times a week. Miss Finon is coaching baseball and we have every reason to feel confidence in her ability to turn out winning teams. The managers are requiring one practice a week for team candidates which seems a very slender requirement and ought to permit plenty of people to make the teams. Baseball is a sport where a large number of players are used, and it is obvious that all classes must have a good squad from which to pick its team. There is a splendid chance for everyone and our advice is to come out for Baseball. Your class Numerals are the reward for making a team in addition to the glory for your class and the fun for yourself. And who can tell? Maybe Ty Cobb has nothing on you!

Chairman: Eleanor Tiemann
Class Managers: M. Wilkins, H. Mack
R. Crabtree, G. Lehmann.

ICE CARNIVAL

No doubt you have seen the newspaper clippings posted in Students' Hall, which might be headed "Such is Fame with a hockey stick." And there will be yet more fame coming our way at the great ice carnival to come off this afternoon at four, at Notlek. If you are a star skater, perhaps you can do stunts for the camera. And at any rate you can stand on skates for it! But the great features of the day will be the interclass race, as follows: 20 yard dash, sled race, tandem race, relay race, flag race.

And last, but by no means least, there will be "fuel for the fighters", and for non-combatants as well. Tickets will be \$.27, a special rate for Barnard people.

By this time you will not need to be urged to come.

(Continued from Page 1, Column 2)

the MacMillan Co.; Dorothy Brockway, '19, last year's undergrad. president, mathematical assistant in the engineering department of the American Telephone and Telegraph Company; Isabel Randolph, '14, the Physical Education director at the Harlem, L. W. C. A.; Lilian Walton, '14, scientific business management. There will be also some speakers to represent the fields of bacteriology and secretarial work, in all probability.

ENDOWMENT DRIVE

To make the Barnard Endowment and a real success it should be an all-Barnard affair. This is its aim, and it invites and urges undergraduates and any Alumnae who can spare the time to help in its work. The Endowment Fund is not only a commercial scheme—it is to raise college spirit and interest and life as well as the \$500,000. There is plenty of help that may be given by impecunious undergraduates. Drop in the Undergrad Ball Room in your spare moments—not to dance—you can do that anywhere but to do clerical work for the drive. If you write, write up some of the college events for the numerous bulletins that the Alumnae publish. Or better still if you are one of the people who do things in college, and this must include every one, drop in and tell Mrs. Strauss about what you are doing. She will let the Alumnae know and they want to know. So help the Drive—help the Alumnae—help Barnard!

RED CROSS LIFE SAVING
COURSE

A course in American Red Cross Life Saving is to be started at Barnard after Feb. 23 in a four o'clock open swimming hour. This course will be given for Juniors and seniors, but may be taken by Freshmen and Sophomores whose programs are not otherwise too full, and counted as a regular elective. At the end of the course an examination will be given under the auspices of the American Red Cross and those who pass the examination will be qualified examiners, eligible to wear the emblem and pin. If enough pass the examination a Red Cross Life Saving Corps can be formed at Barnard.

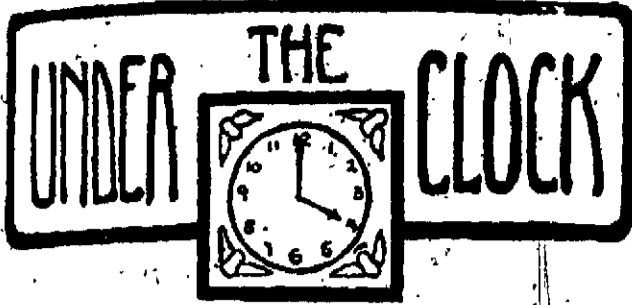
The purpose of this course is to arouse a greater interest in swimming, to develop sentiment and facilities for safeguarding human life from drowning. Girls who are interested in teaching swimming at summer camps or elsewhere should follow up things of this sort as instructors should be very very efficient in all phases of First Aid in the water.

The course will be repeated later in the spring for the benefit of those who are unable to take it now on account of too full schedules or other reason.

Please sign up for the first course in Office 209 by Wednesday, February 25.

LELIA M. FINAN.

J. P. RESTAURANT
AND LUNCH ROOM
2907 BROADWAY BETWEEN 113TH & 114TH ST
Our Motto, CREAM OF THE BEST
A Trial Will Convince You



**THE SORRY STATE OF
SUSAN KATE**

Was there ever such a grind as Susan
Kate;
She called early what the hoi-polloi
called late;
But invited out to dine
Susan hadn't any line,
(She sat there all ready to describe the
ins and outs of Democritus' atoms,
but somehow she never had a
chance.)

When they talked of common matters
of the day
Susan listened, though her joy was
wiped away,
With her laboratory capers
She'd no time to read the papers.
(Why didn't anybody suggest a nice
friendly li'l discussion on the herm-
aphroditic qualities of the alloloba-
phora terrestris?)

Are you tacking on a moral to this
song?
Which is very bad and also very
wrong?
Please don't think that I deduce
Studying isn't any use!
(It's just that with the rest of the great
poets I leave certain things un-
said which are really too senseless
to say!)

I. W. W.

* * * *

Pure velvet—we always adored velvet!
D'ARCY.



Cox & Vining
Albany, N. Y.
Official Makers of
Caps, Gowns and Hoods.
LOUISE RISSLAND
Barnard Agent

BOOKS & STATIONERY

AT THE
Columbia University Press Bookstore

Journalism
Building



2960
Broadway

TELEPHONES MORNINGSIDE { 1521
8069
8606

J. G. PAPADEM & CO.
FLORISTS

2953 BROADWAY
BET. 115TH & 116TH STS.
NEW YORK

FLORAL DESIGNS
OUR SPECIALTY

College Text Books

New and Second Hand

At Low Prices

A. G. SEILER

Amsterdam Avenue, near 120th Street

RUSSEKS
FIFTH AVENUE
NEW YORK

FOR THE
COLLEGE WOMEN

SPRING TAILLEURS

TAILORED BY RUS-
SEKS AT SEVENTY-
FIVE DOLLARS ARE
UNUSUAL IN
THESE DAYS OF
RISING COSTS —
UNUSUAL IN
THEIR STYLE —
DISTINCTIVENESS
AS WELL AS THEIR
YOUTHFUL LINES —
THEY ARE THE EM-
BODIMENT OF CHIC
AND CHARMS.

THIS SPRING SUIT
OF TRICOTINE
\$75

Hold your Banquets, Sociables
and Class Dinners in

THE HOUSE PALATIAL

We serve Cuisine of Quality prepared by
food specialists.

We maintain reception rooms for your comfort.

Come and read your college papers in the
quietude of a nook of your own selection.

Write your letters in the magnificent alcoves
provided by us for that purpose.

Get your inspirations from the dignity of
your artistic surrounding.

We maintain, in short, an institution that you
should cherish as part of your college life.

Bring your friends.

The STOCKTON TEA ROOM

306 WEST 109th STREET

Bet. B'way and Riverside Drive

TELEPHONE: ACADEMY 4990

Luncheon - Afternoon Tea - Dinner

BRENTANO'S NEW YORK

5th Ave. at 27th Street

Booksellers to the World

ALL BOOKS

ALL LANGUAGES

Wasself Pharmacy

Modern Druggists to the People

Two Stores: { Broadway, Corner 112th St.
Broadway, Corner 84th St.

New York

DORB COMPANY, DRUG

Broadway S. W. Cor. 115th Street
Broadway N. W. Cor. 127th Street

DELICIOUS SODA
PURE DRUGS CUT PRICES

(Continued from Page 1, Column 3)

However, the most lucrative and most extensive field for women in finance to-day is that of security selling. The average college woman is apt to have that distorted view of the dignity of certain labor which makes the idea of selling repugnant. But the basis of the entire business world to-day is selling and the handling of high grade investment securities is a most dignified calling. The saleswoman retains her independence, she is her own "boss", and the returns of her labor vary directly with her own efforts. The remuneration is usually on a commission basis, although sometimes drawing accounts are given, but so successful have the women in my own department been that the commissions they have earned have been unbelievable. Of course, for a woman dependent at once on a regular income, it is rather a plunge to work on a commission basis, but the returns, on the average, are so much larger than the returns for inside work, that the plunge is very much worthwhile. My personal experience in selling securities has been that in the first nine weeks of selling I earned more in commissions than I had earned the

whole year before, teaching in a college. Another point worthy of notice about the career of saleswoman is that once you have built up a clientele for yourself by handling high-grade securities, those people you have sold are your clients for life. In other words, the activities of half a year insure for you income indefinitely in the future.

I have been able to give only an outline of the opportunities for women in the financial field, and I have particularly stressed the salesmanship end of it because that presents the largest number of openings and the greatest financial returns. Should any student, at any time, wish to know more in detail about any of these types of work, I should be very glad to talk things over with her at my office. The address is Room 400, No. 51 East 42nd Street, 'phone Vanderbilt 433.

If my personal testimony is of any value, I have successively done secretarial work, selling and office management for a financial house and have found the work intensely interesting and exceedingly well-paid. I should not hesitate to recommend the field enthusiastically for college women.

LILLIAN SOSKIN ROGERS,

She dances long and happily who dances in

MALLINSON'S Silks de Luxe

For out-door and in-door occasions,
these are the silk inspirations!

INDESTRUCTIBLE VOILE PUSSY WILLOW DEW-KIST

In plain colors and new prints

KUMSI-KUMSA DREAM CREPE FISHER-MAID
NEWPORT CORD KHAKI-KOOL THISIDU
KLIMAX-SATIN CHINCHILLA SATIN
ROSHANARA CREPE

(All trade-mark names)

By the yard at the best Silk Departments—in wearing
apparel at the better Garment Departments
and Class Shops

The name MALLINSON on
the selvage marks the genuine

H. R. MALLINSON & Co., Inc.

"The
New
Silks
First"

Madison Ave.—
31st Street
NEW YORK

