

CHARACTER SKETCH.

SECOND SERIES.
NO. 10

There are people who bluff their way through life. They trade on their nerve and impress people by false appearances. In reality they are like other people—just as weak and ineffectual, with no more ability, no more merit. But they assume to be what they are not, and in the parlance of the day, the bluff goes. They do the job up well, watching the corners, and taking care that people do not get onto their little game.

Some people work one kind of a bluff and some another. There are people who would bluff the public into the idea that somewhere in hidden recesses they have a store of wealth. They haven't anything at all, but by keeping still and being careful as to appearances they delude people into believing they have means. This is one of the commonest kind of bluffs. Everybody is familiar with the individuals who live in fine houses, wear fine clothes, and make something of a stir with absolutely nothing substantial on which to base it all. There are many people in this class. They are past masters of the art of bluffing. They always fool a great many people. There are the literary bluffers—those who by implication and insinuation give the impression that they are steeped in literary knowledge. Name a book or an author and your literary bluffer will look wise, and say something sufficiently apropos to dispel any suspicion. This kind of a bluffer is sometimes very clever. He will talk very learnedly on literary subjects, and may come out without accident, when as a matter of fact he doesn't know Isben from Mrs. E. D. E. N Southworth or Paul and Virginia from Pygmalion and Galatea. In the same way there is the art bluffer, and the society bluffer, and the scientific bluffer. I once knew a man who affected a blase air and went through life duly credited as a Beau Brummell. It was thought of him that he had sounded the social depths to the very bottom; that he had led a hundred or five hundred Germans, and that there was no sort of social custom of which he was not the master. The man seldom if ever lied, but he managed to give people the impression that he had run the whole gamut of society. But there was nothing to him but the appearance. He knew scarcely anything of the world of which he pretended to be so tired. He had never led a German in his life. He didn't even know how to dance. He had never been in society and had never had any position; but he played his cards well, and he accomplished his purpose without difficulty.

There are political bluffers, men who make a great showing and talk grandly of their influence, but who have no influence at all, who occupy no position in the field of politics. This is a numerous class. In truth politicians are mostly bluffers. The bluff is their stock in trade.

There are bluffers in business, in every avenue in life. Sometimes they are found out by some people. Often they go along fooling everybody or nearly everybody. In some cases the bluff brings conspicuous success.

There is in Lincoln a well-known man who realizes as few men do the value of a good bluff. In his business, I will not say what it is, he stands well at the top. He bluffed his way to his present position, and he is keeping himself in it by bluffing. He affects a warlike demeanor and has earned the reputation of a

fighter, not in a physical sense. He frightens some people. His bluff is well sustained. He doesn't lay it aside one minute and take it up the next. It is always with him. If an invoice were taken of his stock in trade it would be found that at least fifty per cent of it is bluff. He has ability, of course. That is conceded. But with his ability alone he would not have achieved the success which is his. Without the re-enforcement of bluff he would be just like most of the other men in his business. He is a clever student of mankind, and one of the first lessons he learned was that people are easily fooled and frightened; and he does business on this line. Shorn of all affectation he is a good deal like the majority of his brothers; but he puts on a gruff air and abuses people with his mouth, and a large part of the public is hoodwinked into the idea that he is a terrible man. That idea is valuable to him in his business. He is a bluffer. He has reduced the bluffing business to a science. It pays well.

LIFE'S WEB.

A few tiny threads in the web of life,
Touched, and parted, and touched in
the strife.
One was strong, and bright, and gay;
One glittered with the shimmer of
gold.
The other was gaudy with color bold.
The strong bright thread and the gaudy
ray
Started together in life's great fray;
The garish colors were dull and old,
The woof of love grew hard and cold;
Then the joy of life was incomplete.
Until the pale gray strand, so soft and
sweet,
Worked the wondrous charm in the
mottled web.
For she blended the colors, and discord
was dead.

Barbara Galpin.

WHAT HE WISHED.

Cobbs—That was a pretty sentiment young Masher got off the other night when bidding Miss Plumpy good night.
Dobbs—So! What was it?
Cobbs—He said he wished she was locked up in his arms and the key lost

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REV. J. D. STEWART

of Aurora, will conduct the Adult Normal Class as last year. Rev. Stewart has had much experience in this work, and always makes his lessons of much interest. The normal work is the fundamental basis of Chautauqua. It is the one thing that makes an ideal Chautauqua Assembly.

MISS GERTRUDE I. ROBINSON

Of Chicago, the most celebrated harpist of that city, will be present for two days. A fine harp, well played, makes the finest of music, and it is only necessary for a person to become a listener, to become a lover of harp music.

MRS. WILL OWEN JONES

of Lincoln will be the pianist of the assembly, and everyone knows that means first class music. Mrs. Jones has been at the assembly many times and always makes friends.

MRS. BENJAMIN

of Michigan, state president of the W. C. T. U., will be at the assembly five days. This will ensure a large attendance of women, for Mrs. Benjamin is one of the national workers and speakers. She will conduct four parliamentary drills, and it is possible for a person to become very proficient in parliamentary usages by attending these drills.

MRS. L. C. COREY

of Lincoln will have charge of the C. L. S. C. work during the assembly. Mrs. Corey is a live Chautauquan. She has been interested in this work many years and has attended many assemblies. All Chautauquans will immediately feel at home.

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