

FOR SALE—REAL ESTATE.

HOUSES, FARMS, TRACTS AND LOTS... GEO. P. BEHRE REAL ESTATE CO.

This weather is extremely warm, which causes a great many people to get out of doors tomorrow...

Here is a bargain on two lots 9414, a good 5-room house...

RESIDENCE LOTS. Only \$75 to \$250 each and only \$5 down and \$5 per month...

Also choice lots in every part of city from \$50 to \$5,000.

FARMS. 10 acres just outside the city limits, good roads, fairly loaded with fruit...

IRRIGATED LANDS AND FARMS. The extreme dry weather of the past few weeks is directing the minds of farmers...

INVESTMENTS. We have a customer for a new 4 or 7-room modern house on a full lot in the Hancock park...

PER CENT MONEY TO LOAN ON GILDED REAL ESTATE security. ALSO WRITE FIRE INSURANCE.

D. V. SHOLES COMPANY. 310 N. Y. St. Tel. 32.

THIS is to REMIND you that WE have bargains in all real estate...

OMAHA HEIGHTS. High, slightly, cool and CHEAP. Only \$175. If you don't want to buy...

FOR SALE. 7 lots from 12 to 18, block 1. 400 each...

VACANT LOT. 1/2 acre, east front, on 5th st., one block north of Farnam...

DESIRABLE DWELLING of 6 rooms, perfect bath, electric sewer, gas...

FARM of 25 ACRES north of Florence, 25 acres in crops, balance good timber...

FOR anything in REAL ESTATE, LOANS, RENTALS or FIRE INSURANCE...

DWELLING HOUSES. In southeast part of town, near Union depot...

Five nice lots in Bedford Place, 3 of which are on paved street...

Good hardware business in eastern Nebraska, for sale.

A LEADER—6-r. cottage, Blondo, near 27th St. If taken at once...

A NEW MODERN RESIDENCE. At 221 Davenport street are offering a new 6-room house...

DO YOU want a nice new home at a reasonable price and on easy terms...

THIS is a snap. 20 acres, 2 miles south-west of Omaha...

SEE HENRY B. PAYNE, 601 N. Y. ST. RE-372.

WHAT HAVE YOU TO TRADE FOR? Stock of stationery, good stand, Chicago, \$1,200...

Eight-room two-story well built house at 321 North 10th street...

A. P. TUKEY AND SON are having a special run on homes...

Summer Tours on Lake Michigan. THE STEAMSHIP MANITOU.

FOR more information, address Company's Office, 69 Dearborn St., Chicago, Ill.

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THE OMAHA REALTY COMPANY. 131 DOUGLAS ST. UPSTAIRS.

WE OFFER THE FOLLOWING BUILDING LOTS FOR SALE...

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Experimenting

on your teeth is expensive, take a reliable dentist's advice and follow it. He knows best what your teeth need.

Bailey the Dentist. Third Floor Paston Block. PHONE 108.

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H. J. COWGILL, REPRESENTATIVE, OMAHA. 315 Range Bldg.

Patent book FREE. Mechanical drawings, designing, blue prints.

Basket Phaetons. Drummond Carriage Co., 18th and Harney Sts.

RAILWAY TIME CARD. UNION PACIFIC THE OVERLAND—GENERAL OFFICE.

MISSOURI PACIFIC RAILROAD—GENERAL OFFICE. Corner 14th and Douglas.

Burlington Route. Lincoln, Hastings and Leavo. Arrive.

CHICAGO, BURLINGTON QUINCY RAILROAD—TICKET OFFICE.

CHICAGO, ROCK ISLAND RAILROAD—GENERAL OFFICE.

CHICAGO, ILLINOIS CENTRAL RAILROAD—TICKET OFFICE.

CHICAGO, MILWAUKEE RAILROAD—TICKET OFFICE.

CHICAGO, ST. PAUL & NORTHWESTERN RAILROAD—TICKET OFFICE.

CHICAGO, ST. LOUIS & PORTLAND RAILROAD—TICKET OFFICE.

CHICAGO, ST. LOUIS & MOBILE RAILROAD—TICKET OFFICE.

CHICAGO, ST. LOUIS & KANSAS RAILROAD—TICKET OFFICE.

CHICAGO, ST. LOUIS & OMAHA RAILROAD—TICKET OFFICE.

RAILWAY TIME CARDS.

CHICAGO & NORTHWESTERN RAILROAD—TICKET OFFICE.

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Money-Making Formula

Not long ago a man came to me and asked for a formula for making money. He said he had a son he wanted to start in the world...

What are the elements of success in speculation? What general rules of business conduct would you lay down for a young man to follow...

I thought on these questions and answered them substantially as follows: Taking the second question first, I can say unhesitatingly that the condition promising the largest measure of success to a young man making his start in the world is poverty...

I say a young man's greatest heritage is poverty, because poverty begets ambition and ambition is the thing in this world that spurs a man to do his best. We must first have our picture. To children born to wealth the picture will never have the sacredness it has for the poor boy...

ANCHOR LINE Steamships from New York Weekly for GLANGOW VIA LONDON DERRY. Saloon, 4th and up. Second Cabin, \$22.50 and up...

An Enchanting Spectacle The Rainbow City at Night. The electric tower. The latter also is yielding to the larger influences around it...

THE REALTY MARKET. INSTRUMENTS placed on record Saturday, July 20. M. F. Boucke to Henry Schroeder...

PRATTLE OF THE YOUNGSTERS. Teacher—if four boys have twenty peaches and thirty apples what will each have...

whose father was taken ill and died, after which he set himself diligently to work to assist in supporting himself and his mother. When she had finished the story she said: "Bright Boy—Choller morbus!"

Thos. W. Lawson of Boston in Saturday Evening Post

This brings us to the value of a college education to a business man, which may be answered under this head.

A man who has inherited ability to paint his picture and has compelled the world to allow him to fill it in, must feel many a many a day sorry he did not have a college education. What is a college education for a man who can do anything only by those weeks and months and years a man spends to satisfy a taste...

Now, what rules guide a man to success in business? I will take up general principles first. Be thorough in your work, whatever it may be. Believe there is nothing too small to do well. Life is only a matter of picking up bricks on one side of the street and carrying them to the other side. We are work carrying bricks. Try to make your work as good as you can make it...

Another rule that applies to this: Be sure you are doing the right thing, for it will be the only thing that will pay. The greatest care should be taken in selecting our work when we get to the point where we can select it. Many men have been defeated in their life work because odds were against them from the start and they never knew it until it was too late...

Loggia, while the whole court has become alive with luminousness. And here nature freely lends herself, ennobling the sky. It has sloughed off its gray and accends and mounts up in a fathomless transparency of blue, greening upon the horizon and deepening into varied tones of violet toward the zenith, while back of us is a mass of purple, dark and awesome by comparison against which the houses and riders upon the pinnacles of the Tribune Bridge fling their white shapes with a weird flamboyance.

Wonderful this union of terse brilliance with the colorful immensity of the sky. Whether it be that the yellow of the light neutralized the red which caused the grayness in the moment, or whether the light around us has enforced the impression of depth and distance above, certain it is that the blue is revealed, a blue so lucent and mysteriously deep and fathomless that the magic of man's contriving is swamped around with a suggestion of the infinite. Yet they are so faint at first that they scarcely count for light, rather as patches of rose rust that slowly grow to luminosity. And even then a larger wonder of the savage man with the wonder of our own age. A romance, indeed! unless we are merely overgrown children spoiled by the favors of civilization and accepting of it as a matter of course, as we took our daily meals in childhood.

But the scene itself—we take our stand upon the slope of the Triumphant bridge a little before 8:30, a vantage point of sight that the visitor should not miss. The sun has set on the left, leaving only a rosy glow, fast fading out; the sky has grown to that amplitude of height and breadth very noticeable at twilight and its gathering gray is absorbing the sharp outlines of the electric tower. The latter also is yielding to the larger influences around it; its ivory and green are going molting and dove-like tints, definition lost in an effect of tone; its soaring carcase checked to a looming mass, the upper parts of which are already shrouded in the upper darkness; the Statue of Light extinguished. Meanwhile the arches, turrets and cupolas are lit up and are receding from the view; the spray of the fountains, shrouded by the evening breeze, presents a further illusion of atmosphere; the scene, framed in by the dark masses of the nearer buildings, takes on a suggestion of infinity, merging back and back into the vault of sky. The suspense of the waiting thoughts is becoming tense. The grand over the esplanade, cluster around the bandstand, line the balustrades and terraces, showing as black patches in the faint illumination of a few clusters of light.

Suddenly these expire. We peer into a darkness gray gloom in which all forms are blurred. Only in the moment of the darkness is scarcely comprehended before we are aware of a bunch of dull rose glow; another and another, and on and on in open ranks, as the eye travels around the black basin of the court, and knows them for bunches of light on the tops of the broadest hand. Yet they are so faint at first that they scarcely count for light, rather as patches of rose rust that slowly grow to luminosity. And even then a larger wonder of the savage man with the wonder of our own age. A romance, indeed! unless we are merely overgrown children spoiled by the favors of civilization and accepting of it as a matter of course, as we took our daily meals in childhood.

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of truth in it. I can take my little kernel of truth and polish it and rub it in and lay it out on my palm, and with it I can convince any man alive that I am right. Without it I cannot. The test of a man in business is whether he is honest or not—conscientiously, broadly honest, not alone legally honest. No fakir can pass through the world undetected while there are so many students of human nature in it; nor can the honest man long be mistaken for a fakir; for the test of a man is whether an honest man does until you test him. I apply the test in all my business and it is one of my secrets of success. It is this: Look your man straight in the eye. To handle a man I must see his eye. Look straight at him when you make your proposition, and be sure you see the kernel of truth. The rest is easy—you have simply to use ordinary intelligence in showing it to him; then you are on your own ground, you are at your best, and he will tell you the truth. As for your goods and at your own price. As for a man who comes to you with a proposition—come to me, I will look you over—look away from him; let him talk at your shoulder, or the side of your head. If he is honest he will make headway. If he isn't he will not. If a man comes to you with a proposition, or a mine, or an invention for sharing shop, he will tell you: "Get your armor off, or say to myself something he is dissatisfied with," and I look out of the window while he talks. If he makes an impression on me I know he has something worth listening to. When you have your goods to sell, sell them by your own standard; when you are buying, buy on your own standard, too.

Who is the best stock operator? The man who has a definite object to attain, who has been studying the future and that which makes the future—the human animal—because the market is always in the future. The man who looks ahead and is ambitious—that is the man who makes the success, the one who, having his picture, says, "I will realize it," and who has kept himself in such physical and mental condition that if adversity should come "I will be at it at the theater and everybody is panic-stricken and rushing for the windows or the doors, he is the chap you would see lighting a cigar on the empty—the safe—tramp, when all the others are trying to get out on the other side."

In stock operations, as in general business, one great secret of success is to keep yourself always ready instantly to do everything well—not to rehearse beforehand what you are to do. To act on the spur of the moment is a man must be physically and mentally prepared to do a special test, such as men train themselves to, but any test. Run a revolver under a cowboy's nose and he doesn't dodge, for he is used to it, but put him in front of the tape, if he has a large family depending on him, and drop the price of the stock he holds which represents his all, drop it with a bang and see whether he sweats or not, and whether he gets white. On the other hand, let a cowboy try to stampede Jim Keene by sticking a gun under his nose, and although Keene is in training for cow-punching, he will not a special test, such as men train themselves to, but any test. 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