

The Christmas Card Birl

the Christmas card girl, "but when I came to count it up it came to a great deal more. 'I wanted to give presents to everybody, and you know how much it costs to do that!

"I had spent my last cent-all girls haveand I wanted to have some money for Christmas-all girls do. And I got it all by myself,

'How I carned my Christmas money may be a good lesson to other girls who want to get rich in a week and who do not know just how.

There are girls who have friends on the stock exchange, and by taking tips on the market they are able to realize a good thing. I know girls who have made fortunes over night in this way, by buying the right stocks. But I had no friends on the stock exchange, and those I have said: 'Save your money, little girl. It is the quickest way to get rich!"

"Saving your money is all right. But if you haven't got you can't save it, and I hadn't a cent. What is worse, I is in debt. I had been away visiting, and you know what at means. Money just slips through your fingers when you visit. And I found myself back in New York 'broke' and Christmas coming on. What could I do?

Asked to Pose for Christmas Cards.

You know, they call me the Christmas card girll It began in this way: A long time ago, when I was quite youngit must have been fully a year ago-before I grew old-I used to pose for hats. I was quite a famous hat model. You see I was only 10 then.

"One day an artist walked into the hat shop where I stood with a Paris creation upon my head, and said: Don't you want to pose for a Christmas card? You have a Christmas card face." "Weil, of course, I was delighted to pose, and I went to

his studio. Then I posed for other Christmas cards, and before I knew it they were calling me the Christmas card girl. I didn't like it at first, but my friends told me it sounded pretty, and I grew attached to it.

"But we get tired of doing everything-after awhile. And pretty soon I actually wearled of standing while they photographed my face for Christmas cards, and I got tired of posing for calendars. I did not want to pose any more. Then, too, my mother, whom I dearly love, was ill. And, being tired of posing, I decided not to be a Christmas card girl, but to go up in the country and rest.

1 Gets Riches for the Holidays.

"And now here comes the interesting part of my story, the part which will be readable to girls who want to make some money for New Year's and who do not know how to

"I came back to New York two weeks ago without a cent, and in a week I had earned enough money for Christmas and a great deal more.

will not be able to do it,' she said, 'and you will be glad to come back home. But,' she added, 'you can go to the city for a little while and see the stores and have a good time But you will be glad when it is over.'

"I laughed at her, for I well knew right down in my heart that a Christmas card girl could always earn money in the studios, but just how much I did not know.

My rates as a Christmas card girl were \$5 a day and \$3 for half a day, with lunch thrown in. Any artist who detained me past the luncheon hour was expected to give me half a dollar extra for lunch.

Finds Her Value Has Doubled.

"When I came back to town I doubled these rates, and I was a Christmas card girl with a full market value. I charged \$10 for a full day and \$5 for half a day, with lunch thrown in

"Then, if the work was for a colored front page or for a full half tone page, I charged extra. I also charged extra for those art poses that take so long. And I would not pose in mistletoe for less than \$10 a picture.

You see, it is hard work. You have to sit so still and look your best, and you have to smile, whether you feel like smiling or not. And you have to be just as pretty as you possibly can. And it is wearing som stimes on your face and your temper.

Then you have to make up. And please note this, girls who want to make money quickly as Christmas card girls or as New Year's girls, no matter how pretty you are, you must learn how to make up. You positively must know how to paint your lips a little and how to darken around your eyes, and how to dress your hair. It isn't exactly making up. It is just bringing out the high lights, as they do on the stage But, of course, you mustn't wear your makeup in the You must take something and wash it all off before you go out. The Christmas card girl who would wear her makeup in the street would lose her job as a sweet, desira-

ble, pretty girl. It would not do at all. Home with a Bank Roll.

'Well, I dashed down upon New York, staid a week, and came home with a bank roll. I did it in six days, and they were short days, for I did not get to town until Monday noon and I left early Saturday afternoon.

"I swooped down, as I said, and by doing what the conductor calls a 'step lively' I made a lot of money. It seems to me that it is a little fortune, but by the time Christmas is over it will be all gone, I suppose.

"What will I do then? Why, I will earn more, for I will pose as calendar girls, and you know they can always get good, steady work. I do not worry about the future. I am too happy with the present.

"I want to say, before I go any further, that I carned my biggest money sitting for the mistletoe picture which accompanies this article. I was invited to go to the photographer's is to my credit that I say I never broke an engagement and of course, she cannot do it.

studio and to wear my prettiest evening waist. It is a soft muslin, draped across the shoulders in old fashioned surplice style. There is a plain round skirt.

"I was told to dress my hair naturally and like a mistle-

toe girl of the olden days. I did so. "Taking a strand of my hair, I coaxed it into a long curl, which I swung over my left shoulder. Then, combing my hair rapidly until it lay in waves all over my head, I tossed it down upon my neck and gave it a great big loose twist Tying it in a knot, where its soft coils would show, I prepared to be a mistletoe girl.

How She Posed for Mistletoe Girl.

" 'What pose shall we take?' said the photographer, looking at me smilingly.

'I don't know,' I said "" What is your idea of a mistletoe girl?" he asked, " O, if I were to furnish an idea, I would say give me all the mistletoe I can get. I would bury my head in it-so the

boys could not find me," I said laughingly. " 'Well,' said he, 'bury your head in it and let me see how you look." "I did so, and he was charmed. "'In the words of President Roosevelt, I am de-lighted."

said he. "And when I saw the picture I, too, was de-lighted. "If you want to be a mistletoe girl just try to think of something that is new, girls. And if you want to be a Christmas card girl, just try to think of something novel. Don't be ridiculous. Don't think you are such a raving beauty that you need not try to be pretty. Just keep on trying and you

will succeed. Don't think that you can be a Christmas card

Keeps Engagement Book Well Filled.

girl and earn money if you are not willing to try.

"Well, I was telling how I made my little fortune. One of my first acts the day I arrived in New York was to go to a telephone pay station-I never sponge my telephone messages-and there I called up all the photographers, one after another. I also called up all the art companies, and all the magazines, and all the fashion studies, and the picture card establishments.

"The conversation I had with them was something like

this: " 'Hello, art company.'

" ' Hello.' "'This is Dora Bonn."

" 'How do you do, Miss Bonn?"

" 'Very well, thank you. See here, Mr. Blank, I am in town for a week and I want to earn a lot of money. Can I pose for you today?" "And the answer would come back: 'Yes. Come to the

studio at 11 o'clock.' "Then the next one would engage me, and so on. I kept a little book, in which I jotted down my engagements, and it







was never late at one. I kept every engagement on the

The art companies would reply with good pay. But the fashion papers are the poorest pay of all, for the reason that it takes so long to change your gown, and there is so much delay waiting for the goods to come, and so much fuss getting them on right and making them look as though they were built for you. That is why no model likes to be a fashion model. It is too slow work. It is better to pose for Christmas cards, and calendars, and art pictures.

Chance for Any Pretty Girl.

mas money if she knows how to pose. If she doesn't, why, not know how to go to work at it.

"I saw a pretty little mouse of a girl come creeping into the studio. Her hair was not waved, and she looked scared. She will never be a good model,' I said to myself, 'until she learns how to comb her hair prettily and how to show her toeth in a nice smile. That is the way to be a model." "Well, before the week was out I had earned my \$30 and

a great deal more. And I went home with a lot of Christmas presents and a bank roll that simply paralyzed my mother. 'It is clever of you, my daughter, she said, 'but stay at home with your mother. She needs you, and the world does

And so I am home again. But this little Christmas talk is to girls who have no home, and who want to be Christmas "I see no reason why any protty girl cannot carn Christ- card girls, and New Year's girls, and art girls, and who do

"It is easy to be a Christmas girl."