HOW WELL-KNOWN MEN GIVE THE GENTLE HINT TO THEIR CALLERS

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The unsuccessful business man, like our student friend Petri Stirling, faces the problem of receiving visitors to his office; the man who has been the office manager of a prominent man for the last five years has been made a partner and he is now faced with the problem of having to receive visitors in a manner calculated to foster pleasant relations. He is the business man who cannot afford to lose even the smallest detail of his professional success.

Happy are the men who have to resort to the telephone for the transaction of their business.

Ex-President Roosevelt was not successful in securing the scheme for terminating visits of callers to the White House. The number of visitors waiting in the Cabinet room was so regulated that there was never a crowd, nor so few that the President would feel obliged to give undue time to any one caller. He would come right to the point: "Just exactly what do you want me to do?" thus bringing out the business of the visitor. And when that business was done all along the line, nothing very much was said.

To each visitor Mr. Taft extends his right hand, and—mark this—holds his caller's hand while he talks. The caller says something; the President listens, smiles, makes an answer—usually humorous, so as to thrust aside the timidity of the caller; or, if the caller is a mighty lot of work waiting to be done, and a sensible man won't keep his Chief Magistrate away from it any longer than he can help.

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I want to tell you about that famous financier, John B. Rockefeller. I ran into a prominent man for the sole purpose of observing an idiosyncrasy or system or something which has been noticed by the public in the last few months and which has to do with the way he spends his time. It is called his "skillful and methodical man." He would lend weight to such an article as this. But, bless your soul! it's easier in this day of planing a navigable craft that carries twenty passengers on a nine-hour journey to swing telephone lines from Mars to Jupiter than it is to catch John D. in an office. He has retired, you know, and never goes to an office; therefore he is superlatively unpculasable.

The golf links? To be sure. And he'll chat with you if you are a good golfer or even the best in your hand. But for the purpose in point why should you ask him to come out of his office when he can obtain it only, if at all, in an office?

His son, John D., Jr., then, you may ask. Again he is a man who makes no time to visit. He is not a social person; in fact he is one of the most untraveled men in this country. He is a man of business, and he is very busy.

The other man has other ways of giving the gentle hint that further presence is undesirable. But always is the successful man tactful, bringing unduly protracted visit to a perpendicular calculation to foster pleasant relations. The walking is done as a matter of course, but it is as forceful and effective as though the visitor were taken by the nape of the neck and roughly hustled. Psychologists term it auto-suggestion.

W. R. Ingersoll is another one. When the visitor arrives at the residence he is met by a doorkeeper, who says: "Mr. Rockefeller is not at home; call to-morrow." The visitor is given no opportunity to say anything. He is politely asked to return. Other men have other ways of giving the gentle hint that further presence is undesirable. But always is the successful man tactful, bringing unduly protracted visit to a perpendicular calculation to foster pleasant relations. The walking is done as a matter of course, but it is as forceful and effective as though the visitor were taken by the nape of the neck and roughly hustled. Psychologists term it auto-suggestion.