

Dale Carnegie

Author of "HOW TO WIN FRIENDS and INFLUENCE PEOPLE"

THE KEY TO CONVERSATIONAL SUCCESS

DEEP DOWN in our hearts is the desire to take part in the conversation that goes on around us. Why? Well, there are two reasons. One is to impart knowledge; the other is the feeling of importance it gives us. I can assure you that the first reason is not the stronger one.



D. Carnegie

Here's a man who has learned a great truth in this connection, and one likely to stand him in good stead all his life. His name is Amos D. Jordan, and he lives in Stockton, Calif.

He says that at one time he could never listen to a conversation without sitting on the edge of his chair waiting for an opportunity to tune in. By and by, he noticed that people were less friendly to him than they were when they started out.

One day he read something in a magazine about the importance of being a good listener. No harm trying it out! He had just returned from a most interesting trip to Mexico. He had learned a great deal about the country, enough to whet his appetite for more. Some day he would go down there again. Before he did, he would learn all he could about the country.

One day he got into a conversation with a man who knew a lot about the big country to the south. He asked questions of him; also, he sat waiting to put in his two cents' worth. But he didn't get a chance. The other fellow was so thrilled about what he knew of Mexico, and so eager to tell it, that Mr. Jordan had either to listen or to rudely break in. So he put to a test the advice on being a good listener.

Did he profit? Well, he says he learned so much of what he had wanted to know that he decided from then on to be a good listener. He has followed this resolve, doing some of the talking, showing interest by asking questions, but mostly hearing what the other fellow had to say.

Incidentally, that man who knew so much about Mexico, and who got the chance to tell it to an interested person, seems to enjoy very much the society of Mr. Jordan!

RUSSIANS HALT TRUCKING SUPPLIES FROM WEST GERMANY

Helmstedt, Germany.—The Russians halted the trucking of supplies from West Germany to Berlin today in a surprise move described by U. S. authorities as violating the four-power agreement on lifting the Berlin blockade.

Soviet authorities demanded that the trucks bound for Berlin on the Autobahn show special papers from the Soviet-controlled German economic commission.

While officials bickered, hundreds of trucks jammed up at this zonal border check point. Among them were 90 huge trailers loaded with fish, fresh vegetables and other supplies.

A blistering summer sun had its effect on the fresh produce. The smell of ripening fish spread over the region as the day wore on. Some trucks turned back to unload their perishable cargoes in Western Germany.

Stopped here less than a week after the lifting of the Berlin

blockade and Western counter-measures, truck drivers said the Soviet requirements would give the German economic commission of Eastern Germany virtual control over all supplies to Berlin.

C. A. Dix, American transport chief in Germany, hurried to Helmstedt where the news of the little blockade reached Berlin. He said it appeared to be a "clear violation" of the agreement between Dr. Philip Jessup, American ambassador at large, and Jacob Malik, Soviet delegate to the United Nations, which resulted in the blockade removal at 12:01 a. m. Thursday.

ROOSEVELT IS EASY WINNER

New York.—Franklin D. Roosevelt, Jr., first of the late president's five children to seek elective office,

has launched his political career by giving Tammany Hall a sound licking.

The 34-year old lawyer, bearing one of the most potent names in the nation's history, captured more votes than all three of his oppon-

ents in winning yesterday's 20th congressional district special election.

Roosevelt collected 41,146 votes, 31,037 on the Liberal Party ticket and 10,109 under the Four Freedoms Party banner.

His three opponents got 39,726

distributed this way: Municipal Court Justice Benjamin Shalleck, Democrat, 24,352; William H. McIntyre, Republican, 10,026; Mdr. Annette T. Rubinstein, ALP, 5,348. His jubilant supporters, toasting him at rallies throughout the district last night, changed "next stop, Albany—the governor's mansion"

and "the next governor" of New York. His father was governor two terms, vaulting from there to the White House.

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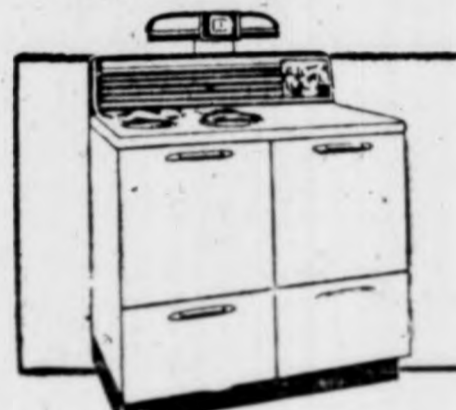
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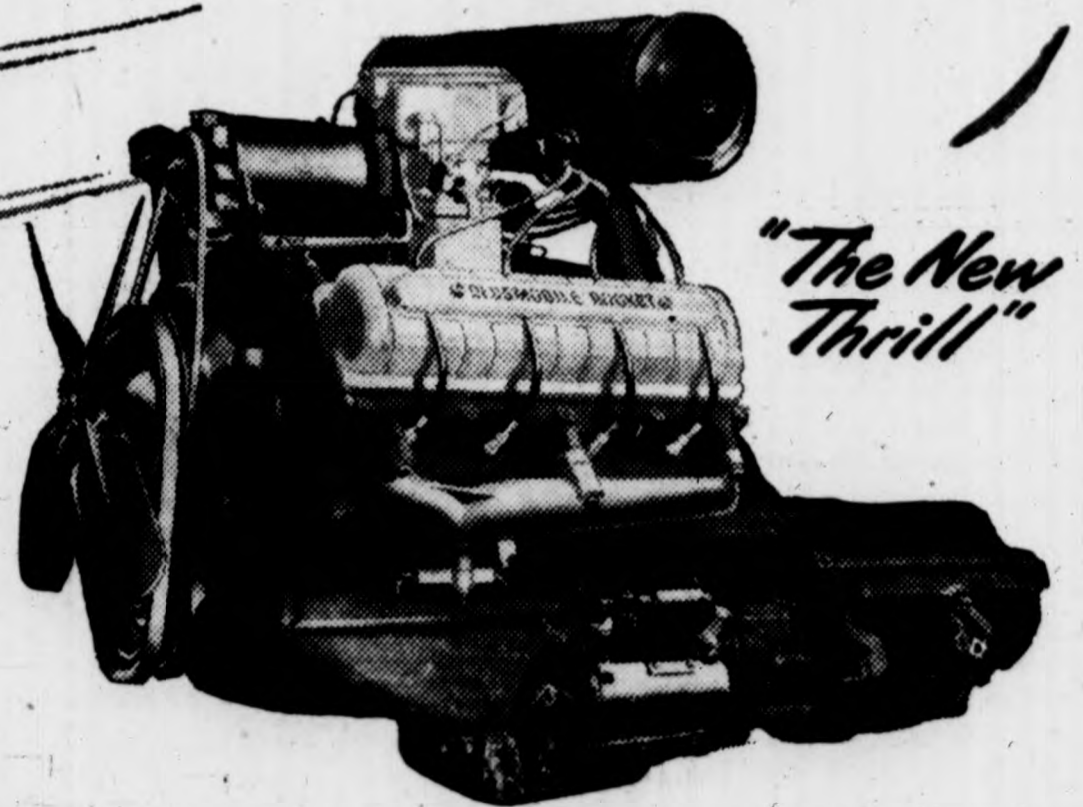
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