Mr. Claflin then took up the selling end of a large business. This, he seemed to think, offered the best chances to the active, conscientious man. Contrary to the popular opinion, in no field is actual knowledge more necessary. There is the additional advantage of being able to come into personal contact with the heads of large manufacturing firms. Curiously enough, however, it is rather difficult for recent graduates to get positions. This is chiefly due to their lack of any positive recommendations. The opportunity of securing an office position, having once succeeded as a salesman, is not frequently met with.

After Mr. Claflin's address he volunteered to attempt to answer any questions put to him. A most intimate discussion then took place. After the refreshments were served a most interesting discussion then took place. After this the meeting broke up.