

CLEVER BUSINESS SKETCHES

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Clever business sketches by Albert Stoll

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ALBERT STOLL

**CLEVER BUSINESS
SKETCHES**

et al. Albert

Clever Business Sketches

*W. H. ...
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INTRODUCTION

This volume makes no pretense for high literary honors.

Just a few short business stories, each with a moral, if you will seek it; done into book form for the entertainment of the reader.

If after you have passed a busy day indoors or afield you will turn to the pages of this little volume, we are sure that you will experience a certain degree of satisfaction which is derived from the lighter things in life.

We have tried in our compilation to make the stories as varied as possible and all of interest to the business man.

If this volume succeeds in giving you a few moments' entertainment, we shall feel that our efforts have been well spent.

THE BUSINESS MAN'S PUBLISHING CO., LTD.

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"The Lure of the Unspoken Word"

THE LURE OF THE UNSPOKEN WORD.

BY CHARLTON LAWRENCE EDHOLM.

IT was in the good old wide-open days of San Francisco before the earth—fire, I should say—when Grant avenue was the stamping ground of innumerable fakirs, operating, it was charged, *cum permissu superiorum*. The editor and proprietor of the late unlamented Rinkey-Dink Monthly and its Minor Poet and general literary hack, Mr. Oscar Algernon Botts, were strolling along that thoroughfare one Saturday evening, discussing such widely varying themes as "Literature" and "Making the Magazine Pay."

The Minor Poet's ideal was as high as the apartments he occupied when at home, likewise a trifle vague and shadowy, resembling his weekly promises to the landlady. Mr. Botts's theory was that there is no melody like that of the song unsung, no power like that of the unspoken word; in plain terms, that the ideas which were suggested rather than affirmed, wielded the greater influence.

"I see your point," said the editor. "What you are trying to say has already been set in cold type. If you will examine your rejection slips you will observe that it is the unavailable manuscripts which possess the literary merit, that quality so ardently coveted by the novice."

"Well, that is a fact!" exclaimed the M. P. warmly, "although it is not the point I am trying to make. My idea is that a hint is more alluring than a definite promise, just as a promise is more alluring than the reality."

"Are you trying to say that an unpaid subscription on the books is a more beautiful thing to contemplate than a 'Please find check herewith'?"

"Oh, pshaw, it's just like you always to try to mix your business with literature! Now, look here: I will