

late to change so I could use yours.
She liked mine & said maybe she'd
just use it if I was willing. I
was highly flattered. I didn't
mean her to substitute mine as I
had another copy then so I returned
it but she says it was too late. I would
have been glad to spare her a little work
but of course her is better & more ge-
ing such. Mine would only have been
to save her as she is so tired & burdened.

Would you be interested in this? Please
return it to me. You see I used one of
your jokes (tho' I left it - & most of the
humorous attempts - out when I gave it
- seemed best for that crowd.). This
speech is written with a view to be-
ing spoken & nothing shows up much
about the tone etc. in which said.

I had it nearly done when yours came - too

dividual quota has been arrived at. We are each asked to give or get \$285. The whole amount is to be paid into the college on or before the end of August 1928. It is preferred that it should come in in semi-annual installments beginning this coming February or in annual installments. But it may be given in any way and at any time up to 1928 that is most convenient for the individual.

Other college graduates and former students have put through campaigns of this sort for their colleges - and a number of them have paid a much higher quota. Holyoke girls, for instance, paid 305 each, and they are not better off financially than Oberlin people. The Goucher quota was 421.

We have the experience of other colleges from which we can get many ideas of how the money can be raised and our committee has printed two little booklets full of such suggestions. The Trustees have pledged to pay the whole cost of putting the campaign through - perhaps three or four percent of the

amount asked for. So every cent that the alumni give will go for the endowment and building.

The validity of this appeal is shown by the fact that the General Education Board has promised to contribute a half million of this four and a half million that we are asked to raise.

The condition made by the General Education Board is that the college can show one and a half million raised by January 1.

We mustn't lose that half million - as a poor pedagogue, I say that a half a million of money is not to be sneezed at.

I received a great deal from Oberlin. For this I am grateful.

There has never been anything requiring a big sacrifice asked

from me by the college - I subscribe a small sum toward the Living Endowment Fund and five dollars or so a year to the New Oberlin in China - that is all I have been asked to do until now. For me two hundred and eighty-five dollars is a fairly large sum; but it really is not a large return for

campaign.

The committee has asked that all pledges be made by the twenty-ninth of this month - so that the President can have something worth while to give thanks for in the chapel on Thanksgiving Day !

I stopped here

I have a mind to offer you some suggestions culled from the old masters to keep in your ^{thought} minds - as you try to interest people in giving for this cause.

My first is to the men - especially the particularly handsome ones
Follow Ralph Roister Doister & survey yourself, and ask this question:

Why did God make me such a goodly person ?

Answer: So that I should have the confidence to ask my friends for 2-8-5.

My second is to the women - particularly those sweet-natured ones that are inclined to be too reticent.

Remember the advice Chaucer gave to his women hearers after he

had told them the story of the Patient Griselda:

He let no clerk have aise or deligence

O noble wyves, ful of heigh prudence,
Lat noon humylitee youre tonge naillé,
To write of yow a storie of swich mervaille
As of Grisildis, Patient and kynde,
Lest Chichivache yow swelwe in hir entraille.
(Chichivache was a cow that fed on nothing but patient wives
and so was extremely lean)

(nail up)

My third is to any of you who run up against a man who doesn't care about the campaign and is a sharper arguer than you are:
If you feel like
Say with Dogberry;

His wits are not so blunt as, God help, I would desire they were,

and then you get to work and sharpen your own on the excellent ideas in the little pamphlets sent out from campaign headquarters. He ^{will} soon feel like turning around and saying to you what Benedick said to Beatrice:

I would my horse had the speed of your tongue, and so good a continuer: but keep your way a' God's name; I have done.

My fourth is to any one who is so unfortunate as to appeal to a woman who resents the appeal:

A man in one of Congreve's plays observed that

Anger helps complexion - saves paint.

Some in these days could save quite a lot of ~~money~~ if you made them angry enough. Why not ask for the money saved on *rouge*?

A student once wrote in a quiz paper: "A man's body should be *subsequent* to his will". As in the case of many things my students write, I have no idea what this means. But since I have been working on this campaign I've wondered if it might mean that a man may have the will first and that would be the point where he writes his pledge; and then subsequently he sets his body in motion to find the sum pledged. May be that student was inspired and wrote what he knew not.

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what I have had from Oberlin. I should feel rather cheap not to give it. I understand quite well the feeling of the poor Clerk in the *Canterbury Tales*, who

bisily gan for the soules preye
Of hem that yaf him wherwith to scoleye;

only that in the present instance I believe it would be more to the purpose not to take it out in praying, but in subscribing.

As chairman for the women of Western New York, may I say this to the men? The women of this locality are going to raise their quotas. Somehow they will raise it by hook or by crook - though they are not crooks. And if the women can raise it, much more can you. The world has not got so far along but that there are a good many of the married women who do not have the management of any money. Several of my married friends who drive their own automobiles and live well have told me that they are entirely unable to command even the sum of \$285 - that they

have not the privilege of making decisions about the expenditure of money. The men in these same families do not have that difficulty to meet: if there is that much money to be spent on other than necessities from the family purse, they have the privilege of deciding whether or not it can be used for this campaign. This means that even some of the most well-to-do women will have to earn their quotas. I do not for a moment believe that they will turn up with smaller or fewer contributions than the men - they will find some way in which to earn the money. *But, if they can subscribe, much more can you.*

I heard a professor of history say the other day ^{the 2 reformers} in comparing Wyclif and John Hus, that of course Hus had a better chance than Wyclif did, for Wyclif died in his bed and Hus was burned at the stake. On this principle we have a better chance than the defunct alumni because they just died and we have the