

5 to 10 alternately on the right and left legs, keeping your balance as you go down.

"Remember, this conditioning program that we are giving you here is only a starter. In the vital 20 seconds that men come in mortal combat with each other every muscle of the body must respond favorably, or else you are the dead one."

Now, that is a sample for one talk. Here's another one:

"Lord Balfour, of England, said 'Every man should be a laughing tiger'. That means that you have a cunning smile but at the same time back of that smile there is a terrific wallop in either fist or in rough and tumble in either foot or leg. These fighting tactics you will learn when you get in the Army or Navy. What we are trying to teach you now are reactions to the simpler mechanics, and as you develop in your training you will add a number of these movements to your repertoire.

"Boxing is one of the best developers of the entire body that I know of. Therefore, you fellows at any time can square off, when you are equally matched, and slap each other's jaws bare-handed, and don't stand around waiting for class to start. But as soon as you get into the gymnasium challenge one of your opponents to a good jaw slapping contest, using the open palm.

"Remember, you have got to be rough, tough, rugged, vigorous and vicious at times, so we are just trying to help you. When you get into a tough clutch some of you fellows by not having the physical stamina, strength, and a killer's heart, are apt to get knocked off. We want everyone of you to come back and our assignment is to do the best job possible. We want to see you back on Mt. Oread after this fuss is over. So let's get rough and tough."

Now, Ralph, I believe you can build a lot of morale by such a short, peppy talk as this. Challenge them at all times. Make the going a little tougher each time, and with that wry smile and "Come on, there, you", they will do the job for you. Your men like you and will work for you.

There is just one more thing. Assume a military bearing and a pretty rigid attitude when you tell them to fall in. Now there is a line of demarkation, Ralph. I am not talking about that rough, tough, inhuman guy, but there is a sort of twinkle in the eye when you give these commands, and yet it is in no way a soft attitude. But you are in one world when you are commanding and giving tactical drill. After that is over go into the other realm of the athletic coach and jolly them along, but at the same time, as I told you about Lord Balfour, be that "laughing tiger". Then after the class is over be very solicitous and fine, complimenting them or criticizing in a nice way, telling them they loafed on you, or didn't give - give - give.