

WOMEN AS STOCK BROKERS.

ONLY A FEW PIONEERS AT PRESENT,
BUT THE LIST MAY INCREASE.

Not many women would care to be spoken of as "bulls" or "bears," and yet the probabilities are that in the near future these unfamiliar terms will be applied to some of them, unless, indeed, somebody rises to the occasion and invents better ones to express the relation of the women stock brokers to the market. For the women operators are growing steadily in number, and it is only a matter of time when they will be recognized. Of course the term "dabbling" expresses the transactions in stocks of most of them, but there are a few who are full-fledged brokers, with their down-town offices, regular business hours, and the various other appurtenances of a systematically-conducted business.

Women are not allowed on the floor of the Stock Exchange, so that they do not buy and sell in person, but everything else connected with the business receives their personal attention. The fact that they would even go on the Exchange floor, if possible, is illustrated by the attempt made by one of the most successful of the women brokers to do this very thing. Her effort met with prompt and decided discouragement at the hands of the Exchange authorities, however, and no woman has since repeated it.

One of the women operators has an office on Lower Broadway, where she may be found every day, always in close communion with her ticker, from 9 o'clock till 3.

"I will tell you something about myself as a stock broker with pleasure," she said, as she took her eyes off the tape and glanced keenly at her questioner. "There are a great many women in New-York who speculate on the market, but they do it secretly. I am perfectly frank and open about it. Why shouldn't I be? If it is all right for men to buy and sell stock, why isn't it equally so for women, I should like to know? That is a question to which I have never received a satisfactory reply, and yet a great many people, and particularly men who deal in stocks themselves, seem to think that a woman is degrading herself when she operates. It is curious, too, that these same men, who hold such noble sentiments about the proper place for women, have time and again tried to impose upon me. But I am happy to say they have never succeeded.

"But now, after two years of what I may call hard knocks, I have gained a position. Everything that is raised to me, and nothing could be more respectful than the attitude of the men with whom I come in contact. I attribute my disagreeable experiences to the fact that I was one of the first women to embark on the stormy sea of stock broking, and people did not understand me and my aims.

"If a few women of character and recognized position would only follow me, Wall Street would very soon be opened up as a field for the activities of women, and I think they would succeed in it. Their perceptions are quicker than those of men, and, popular belief to the contrary notwithstanding, they are less easily influenced. The chief difficulty with a woman is that she has a tendency to become excited when things are going her way and to carry her operations too far. And then she is a little bothered by the technicalities of the business. It seems a trifle hard for her to understand at first just where the margins go when they are exhausted and why she has to renew them. But the first-mentioned weakness is an attribute of a great many men as well as women, and the latter is an obstacle which never troubles her long.

"As to myself, I conduct my operations on strictly scientific principles. In the first place, I never accept tips. I base my moves on a foundation of fact and a superstructure of sentiment, as I express it. That is, I first take into consideration the actual facts relating to any particular stock and then the prevailing opinion in regard to it. I have been fairly successful, and any woman can be equally so who possesses good judgment and a firm will."