

Good Way to Advertise.

After you have closed the bargain, take special pains to set the machine up in his barn, for each machine sold and set up in this way, is by far the most profitable advertisement you can have. You can then return home, load up another machine, and repeat the same operation. We have known agents to sell on an average three and four machines per day by this mode of canvassing, and we regard it as the best way known to sell a large number of machines for the smallest expense.

Settle at the time.

After you have thus delivered a machine, it is always best to take your customer's note for it, giving him the "Warranty," which fully guarantees the Mower. By doing this, you not only make the sale, but the settlement also, which saves you the trouble and expense of calling the second time for the note.