

HOW TO
CANVASS & SELL
MOWERS AND REAPERS.

THE art or science of knowing how to sell Agricultural Implements is known only to a very few of the thousands of agents throughout the country. Many men accept an agency for the sale of farming tools, simply to say that they are engaged in business; others go into the business supposing that, as soon as they distribute their advertising matter, and insert a notice in the county paper, they can return home, sit down, and wait for customers to come rushing in to buy.