

JAS. A. WHITAKER  
1008 DORCHESTER STREET, WEST  
BELL TELEPHONE UPTOWN 7504  
MONTREAL, CANADA

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General Sir Arthur Currie  
Commodore McGill University

Dear Sir: Re. Real Estate School.

Your very kind letter is  
now<sup>in</sup> answer to mine on above  
subject. You ask my views  
as to what subjects should be  
embraced in such a course and  
I answer as follows:

1 - The Evolution of The Real Estate Business:

- (a) Land ownership among the <sup>ancients</sup> ~~most~~
- (b) Evolution of the ~~private~~ ownership of  
land - Monarchical, Patriarchal,  
Feudal (Communal), Individual (Private)

2 Organization:

- (a) Real Estate Salesmanship
- (b) How to be a good "closer"
- (c) Office methods in Real Estate.
- (d) Sales management " " "