

## OUR BUSINESS METHODS.

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**F**OUNDED ON HONESTY and TRUTH, our business has made a substantial healthy growth. We absolutely refuse to be a party to one word of misrepresentation. In many cases we are obliged to rely upon the owner for all our information and it is almost impossible to verify all their statements. In our contract we hold them responsible for any misrepresentation. The following is taken from our Listing Contract Form:— "Do not guess at the number of apple trees or make haphazard estimates. We want only facts and all information must be accurate and truthful. Make all estimates low, rather than high. We desire to deal fairly with both parties. We are not responsible for errors, omissions, over-estimates or misrepresentations of the owner." In fact, we conduct our business as fairly as we can.

We leave no stone unturned to get on our selling lists the most attractive propositions the Province affords. We endeavor to get what the man with small capital wants, as well as a man with thousands to invest. We also try to secure the most favorable terms. We have binding contracts with all our clients for one year, consequently prices are fixed and cannot be changed. We have heard of persons who were afraid we might make a few dollars through selling them a property and they went into the country and bought direct from the owner, who, seeing they were strangers and knowing that they knew nothing of New Brunswick values, raised his price several hundred dollars. In listing properties we endeavor to get the lowest price just as if we were buying. Beside this we protect the purchaser from impositions in every way possible. Our selling charges are moderate. We are satisfied with a legitimate fair commission.

ALFRED BURLEY & CO.