

SEC. C. - (2)  
cont'd.

Among those interviewed there were men practising the following PROFESSIONS.

<u>Medical</u>	<u>Legal</u>	<u>Engineering</u>
Physicians	Judges	Chemical
Surgeons	Advocates	Electrical
Dentists	Barristers	Civil
	Solicitors	Constructing
	Notaries	Mining
	Patent Attorneys	Architects
	Corporation Lawyers	
Engaged in BUSINESS and FINANCE, dealing with		
Chartered Accounting	Newspaper	Art Galleries
Adjusters	Printing	Auctioneers
Advertising	Real Estate	Coal
Banking	Stock Broking	Furniture
Insurance	Trust Company	Importers
Investment		Jewellers
Engaged in MANUFACTURING		
Brewing	Explosives	Radio
Chemical	Hardware	Tubes
Cork	Iron	Valves and Fittings
Electrical Equipment	Machinery	
Engaged in INDUSTRY		
Pulp and Paper	Power	Lumber
Engaged in CONSTRUCTION INDUSTRY OR ALLIED TRADES		
Contractors for:-		
Boilers	Heating	Hardware
Brick	Builders Supplies	Stone
Engaged in TRANSPORTATION		
Railway	Aeroplane	

There are several others who are occupied in EDUCATION and SECRETARIAL work and two members of the PROVINCIAL PARLIAMENT. The above listing includes the officers of many companies.

SEC. C. - (3) The Different Types of Prospects

The problem confronting the salesman of judging his prospect is very similar to that facing the Society in their appeals. There are among college graduates, as among any other class of individuals, numerous schools of thought. The influences brought to bear during a man's early years, conjointly with his natural temperament, are the forces that mold his ideas, which are bound to differ from those of his neighbour. In college he is a member of one or other of the faculties, his point of view differing, consequently, from that of a member of another faculty, must be appealed to in another direction.