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TULY 17, 1914
PAGE THREIL How to Find Real Salesmenitita
or Positions as Such

## Behind Every Successfut Concern Stand Salesmen

If you want to keep the dollars pouring into your strong box you mus have real salesmen salesmen who can make an intelligent, tactul, and force-
ful presentation of your goods. To a business house the difference between salesmen and mere "order-takers" or clerks is the difference between success and faiture. If your salesmen are incompetent find producing salesmen
cheaply and quickly with our Want Ads. Or, if you are a real salesman or sales a better place than you now have, you will find our little Want a Ads splendid position finders- Scores of employers and hundreds of employees read and
use our Want Ads daily and profiter




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## Real Estate and Trust Companies



