

Co-operation

Did you ever think how much each drop of water in the ocean depended on each other drop to hold it up?

Did you ever stop to look at a factory where every part of the work was different and yet came together at the finish in a complete and harmonious product?

Such an ocean is the Universe; such a factory is the world. We are all part of one another, and no work can be rightly completed unless there is co-operation.

A very beautiful sentiment, you say, but how are we to put it into practice?

And here let us say that **practice** is worth something, where theory is worth just absolutely **nothing**.

How then are we to co-operate? How put our shoulders together in perfect unity so that we can be **one** in aim, **one** in spirit, and **one** in result?

To answer this question we must go back a little. The history of the growth and success of the 'Witness' publications is a history of constant co-operation between its editors, its employees, and its readers. Nothing could ever have been done without that co-operation. The object of this column is not to boast that we have co-operated with the people of Canada or with you, but to frankly confess that we are nothing and can do nothing unless **you** co-operate with **us**.

Reader, this means **you**. We have announced a plan which makes it easy for you to join with us in the work. We are giving a bonus of \$10 and another of \$5.00 each week to those sending us the best lists toward the \$200 gold prize. Last week the best list only totalled \$6.00. We would send the bonus just the same if the best list was from you and only totalled \$1, but **that is not the point**.

The point is that we are very glad to distribute these moneys, very glad if we can work together, very glad even if **you** get \$10, though you send us only \$1, very glad if **you** get the \$200 though you send us only \$12.50, which is more than the largest amount sent up to the present.

Hand in hand with you we can succeed in this competition. Without **you** we shall feel that we cannot

succeed so well even though some other reader may take your place.

Is there any reason why **you** and **every other reader** should not co-operate with us? Please take the first part of the question to yourself.

You get large commissions, but we do not ask that your work shall be for them. You get generous bonuses, but neither for them nor for the gold prizes do we ask you to spend your endeavors. No, the real object, which will make the work a joy to you, is that you and we may co-operate together even in this matter of supplying all whom you know with the literature which they, in their hearts, wish to have.

Would you like us to send you samples of all the publications with subscription blanks, etc.? Send us a post-card. Would you like us to know that **you** are willing to co-operate? Send us that post-card. You may not think it matters to us whether we hear from **you** or not, but it does. Send us that post-card! Do you appreciate our desire to be united in spirit with **all** our readers? Then send us that post-card!

Your age does not matter. Any boy or girl is old enough to co-operate. Any boy or girl is old enough to send us that post card. A child can help quite as much as any one. **We make it easy.** We do not ask that you should be the only one to co-operate. We also co-operate with you.

Ten minutes spent in asking people if they would like you to send them the 'Witness' or 'World Wide, or the 'Northern Messenger,' may bring you a golden harvest, and will surely place you among the workers in a company of which we are proud to be members.

If you are willing to help but do not know how, send us that post card and we will tell you **just what part you can do**. No one else can do just what you can do. Only send us that postcard and the rest will follow much easier than you may think. Co-operation makes everything easy. Just say on the postcard that you want a suggestion as to how to get subscriptions.

Address that post-card **now** to

JOHN DOUGALL & SON,

'Witness' Office, Montreal.

A Practical Plan

That Postcard

Now Boys and Girls!