

in plenty of time. The groups may all be handled by one team large enough to do the work, the balance being left to the other teams.

After groups, including those names handled in advance by the Finance Committee and the team men, who will be looked after by the captains, have been eliminated, alphabetical lists should be typewritten and ready for the team men when they all meet for lunch or dinner the day before the campaign. The whole list is divided into as many sections as there are teams. The teams then select the names of those they wish to canvass, the sections of lists rotating so that no team has the advantage. Each team marks with its own number the names selected and when all are chosen the cards corresponding to the lists are distributed to the team captains and they re-distribute them to their men. Instructions regarding subscription cards and making returns have already been given and the "big drive" is ready. An appeal to ex-residents of the community now living in the U.S.A., should be mailed a week before the campaign in order to receive returns at the proper time to increase the enthusiasm of the workers at the campaign lunches.

No mere form of organization can guarantee success. A danger to be avoided is that of men who should lead assigning work to others and doing little themselves. Unless the representative business and professional men get under the proposition and stay with it, a community can hardly expect a victory. No one should be so busy at anything else that he cannot give his share of time, energy and influence on behalf of "the boys" who are making a continuance of his business possible.

May we be allowed to point out what we consider a few advantages of such a campaign over that of a campaign not organized along somewhat similar lines.

1. In the end it takes less time, for everything is planned and timed for a certain day and finished on schedule time.

2. By reason of concentrated effort, greater vigor and enthusiasm are created and by reason of a definite date, the people are ready for giving to the limit at the time appointed.

3. Better leadership is secured because the work is divided and because the "big business" element appeals to those who otherwise might not be enlisted.

4. The element of competition and rivalry gets results which otherwise are not secured.

5. Personal influence becomes an asset in the method of selecting those each man is to canvass.

6. The element of play enters into the work, lightening the task and carrying it through with the proper spirit in contrast to the mechanical district canvass.