

OVER \$16,000 IN AWARDS TO BE GIVEN AWAY BY THE TORONTO WORLD IN THE "SALESMANSHIP CLUB'S" CIRCULATION CAMPAIGN

**Salesmanship
Club
Starts Now**

OPPORTUNITY
COMES TO
EVERYONE,
SOME RECOGNIZE
ITS KNOCK
WHILE OTHERS
LET IT PASS

THIS IS
YOUR
OPPORTUNITY,
WILL YOU
GRASP IT?

\$5,000 Home and Four Automobiles head the list of valuable and desirable awards to be made by the Toronto World to ambitious men and women members of the "Salesmanship Club."

You owe it to yourself to read every word of this unusual announcement. It offers you the opportunity of a lifetime.

**Salesmanship
Club
Closes Aug. 29**

FIRST GRAND CAPITAL PRIZE, \$5,000 HOME



IT WILL NOT
INTERFERE WITH
YOUR BUSINESS
OR PLEASURE,
ONE HOUR A
DAY WILL
BRING BIG PAY

IT'S A
"CAN'T LOSE"
PROPOSITION
EVERY WORKER
IS REWARDED

A \$5,000 HOUSE AND LOT OR FARM OF YOUR OWN SELECTION, THE FIRST PRIZE

The club member who closes the campaign with the largest number of credits, and who is therefore the winner of the first prize will be allowed to select any home or farm in any part of the territory covered by the campaign that can be purchased for \$5,000 cash, and The World will pay the bill.

In this way the winner can satisfy himself or herself as to locality, style, and as to all details. Drive your own bargain—suit yourself, and The World does the paying.

If the winner would rather have a home that could be purchased for less than \$5,000, The World will purchase it and give the winner the difference in cash. If a home costing more than \$5,000 is preferred, The World will pay \$5,000 in cash on the home and the winner can pay or assume the difference.

From time to time The World will print cuts and descriptions of homes and farms that can be purchased for \$5,000, but the winner is at liberty to buy what suits himself or herself best.

THE IDEA IN A NUTSHELL

The Toronto World, through its Salesmanship Club, will award over \$16,000 in prizes to the people residing in the field in which it circulates. This liberal offer is open to both men and women. It costs you nothing to join the Salesmanship Club. Everybody who takes part is sure to be handsomely rewarded. You are certain of winning a \$5,000 home, one of the four automobiles, or other prizes, or a cash commission.

The awards are to be made according to the subscription credits obtained by the club members. These credits are given on subscriptions to The World from either new or old readers as shown in the schedule.

The best way to win is to get started right away. The early beginner has the advantage. Do not stand back on formality. Enter your name in the big selling organization right away. It is the opportunity of a lifetime.

Any man or woman (excepting World employees), married or single, young or old, may join the Club. Those who wish to enter the Campaign may nominate themselves.

ENTRY BLANKS GOOD FOR 5,000 CREDITS.

The entry blank is good for 5,000 credits as a starter. If a subscription accompanies entry blank 15,000 extra credits are given.

Club members may obtain subscriptions anywhere. The list of members and the standing will appear in The World from time to time, so that friends of candidates may note the progress of those competing.

This campaign is no long-drawn-out affair that grows wearisome and keeps members and their friends in suspense. It closes August 29, just long enough for a snappy competition.

Everybody wins in this campaign. Those who are not fortunate enough to be among the prize winners are paid a cash commission of 10 per cent. on all subscriptions they collect.

Don't let time mark another minute against your chances for success. If you fully realize what a wonderful opportunity the Salesmanship Club offers you RIGHT NOW IS THE TIME to take advantage of it by entering the campaign at once and by starting an active campaign without a moment's delay.



Here is the Key to Your Fortune

CLIP IT OUT—FILL IT IN AND BRING OR SEND IT TO THE SALESMANSHIP CLUB MANAGER.

TODAY! NOW!

Entry Blank

The World's Salesmanship Club.

Good for 5,000 Club Credits

Write Name and Address Plainly. Enter your name or that of a friend.

Name

Address

City or Town

Only one entry blank will be credited to any one member.

**THE ENTRY
BLANK
GIVES YOU
A FLYING
START WITH
5,000 Credits**

ADDRESS ENTRY BLANKS AND CORRESPONDENCE TO

THE TORONTO WORLD SALESMANSHIP CLUB
WORLD BUILDING, TORONTO, ONTARIO