## Real Estate

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## How to Find Real Salesmenor Positions as Such

## Behind-Everỳ Sucgessful Conceyn Stand Salesmen

If you want to keep the dollars pouring into your strong box you must have inegl salesmen salesmen whe can make an intelligent, tacufud, and force-
ful presentation of your goods. To a husines salesmen and mere "order-takers"' or clerks is the difference between success and talure. If your salesmen are incompetent find producing salesmen
cheaply and quickly with our Want Ads. Or, if you are a real salesman or sale
better place than you now have, you will find and you want a position or a better place than you now have, you will find our little Want Ads splendid
position finders-a Seores of employers and hundreds of employee red and posicion inders-. Scores of employers and hundreds of employees read and use our Want Ads daily-and profit greatly by the
habit. Write your Want Ad like those below,
Make it definite and to the point. Then send it Make it definite and to the point. Then send it
to us promptly. You will be pleased with the results.

## - USE $\sim$ Vㅜㄴ


"The Want Ad Way" Rate 2c A Word 1 Cent Each Succeeding Insertion


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