

you would have felt very happy to be my partners. As you cannot come yet, I am sending this message, to ask you to keep on sending them and be sure to pray for these boys and girls.

Your loving friend,

ELLEN PRIEST.

THE LITTLE THINGS THAT COUNT

1. Pay in Advance. If you are paid to Feb., 1921, you are not paid in advance. Let us all get marked up to 1922.

2. Give Full Name. In renewing, in getting a new subscriber, in giving change of address, it is absolutely essential.

3. Give Change of Address. Give old and new, otherwise you will be getting the paper at both addresses, and you must bear the expense.

4. Report Irregularities—at once. Do

not wait until a year's subscription is charged to your account. If you are not getting the paper we want to know it. If you are getting more than one paper it spells loss to us.

5. Ask for 50 cents. One Agent says: "I have been a subscriber for a number of years and consider the "Link" has wonderfully improved. It is a bright, interesting paper, well worth 50 cents."

6. Be Scouts. Help your Agent. But always inquire whether your subscriber is really new or has taken the paper before at some other address.

"It takes good hard work, but it's worth while, and I always felt I was doing just as good service as when I was President of a Circle or Director of an Association. From long experience I think all depends on the Agents," writes one who found no difficulty in getting new subscribers.

(Supt. Agents of Link).

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