- b. Well-advanced lieutenant colonel
- c. Well-advanced major
- D. U. S. Navy
 - a. Well-advanced captain
 - b. Well-advanced commander
 - c. Well-advanced lieutenant commander
 - d. Very high senior lieutenant
- E. U. S. Civil Service
 - a. High average principal in professional grade

NINE THOUSAND DOLLARS WILL BUY

- A. Manufacturing enterprises
 - a. High average district manager
 - b. Low average auditor or controller

- c. High average assistant purchasing agent
 - d. Good salesman
- B. Universities and colleges
 - a. Low average president
 - b. High dean
 - c. Very exceptional professor
- C. U. S. Army
 - a. Little less than major general
- D. U. S. Navy
 - a. Little less than rear admiral (upper half)
- E. U. S. Civil Service
 - a. Maximum for head of large bureau
 - b. Minimum for director of research in a department