










One of the objects of the Victoria Development and Tourist Associa tion is to secure the presence in Victoria and district by 19100

## 100,000 PEOPLE.

THE TIMES believes this can be done, and that the new popula tion may be practically HAND-PICKED if the procedure it proposes is adopted by its readers

## THE PLAN

THE TIMES wants the co-operation of every man and woman who has prospered in Victoria, or on the Island, who has faith in its future and who $w$ ts to share his or her prosperity with friends.
-You cannot tell them of Victoria, of its matchless climate and its opportunities for investment in a letter; but you can interest friends hom you think could be induced to come West by sending them THE TIMES, giving the thousand and one particulars you may overlook.
——We give you the privilege of picking out SIX SELECTED PERSONS from your old, or any district-people whom you believ would do well in this country-and sending their names to us on the coupon below. We will send them selected copies of THE TIMES It will cost neither you nor them anything, and may arouse their in terest in Victoria

The times, victoria, B. C
Gentlemen-Kindly mail selected copies of THE TIMES
to the following persons whom I believe can be interested in this city and district:

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REAL ESTATE DIRECTOR


## Pi, R, BROWN CO, Ld

 Calloo a LListof of our one Hundred and fitty|  |
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