

Dale Carnegie

5-Minute Biographies

AUTHOR of 'HOW TO WIN FRIENDS'
and 'INFLUENCE PEOPLE'



THE RIGHT APPEAL

Today I'm going to tell you how one woman managed an interview with the president of a railroad after he had said that he would, under no circumstance, see her. That woman's name is Miss Marie Huff, 7223 North Bell Ave., Chicago, Illinois.

Her father had worked for a railroad for twenty years, but was not eligible for a pension because he had missed a few months work during these twenty years. It was a mere technicality.

So Miss Huff decided to see if she couldn't get the pension for her father in spite of this lapse. Her next decision was to go to the president of the railroad himself. Before she went, she decided to find out all she could about him. Among other things she

learned this motto: "My gate is always open to the public." Armed with this and other information, she went to his office, but his secretary blocked her path. She tried again and again—six months—but got nowhere at all.

She became ill and was taken to a hospital. When she came out, she found she had only twenty-four hours to get the president of the railroad to agree to the pension. She called him up, but the secretary said she must state her business. Miss Huff replied that she would reveal it to no one except the president himself.

There was a moment's wait; the president over the telephone asked cautiously what she wanted. Miss Huff said she could tell him only in person whereupon the president said she would have to tell him on the telephone then

and there. He was so insulting that she thought she had lost the case, and she talked back to him as sharply as he was talking to her. This aroused his interest and finally he said that at four o'clock he would give her five minutes.

She knew her case would be either lost or won in the final two or three minutes of the interview. So she decided, instead of fighting him, to appeal to his nobler nature. When she arrived she found a short, plump man glaring at her, ready to pronounce her doom. Instead of tearing into him, she said she had heard that he bore the reputation of being a just man, a man who was willing to hear the other person through, that he had risen from waterboy on the railroad to his present position partly due to this trait.

As she talked, his severity lessened. "Well, I have tried to follow that principle," he said, at last. She continued her talk along that line, for she knew that everything she said was true. The man did have these qualities ascribed to him.

He became more and more reasonable. She stayed an hour and twenty minutes. At the end of this time, he was most friendly and said that his company

would waive the technicalities and that her father should have his pension. Her father received it as long as he lived.

Miss Huff had won her point by appealing to the fine traits in the president's nature. Everyone has some good traits. When you are up against a person who is opposing you, why not appeal to his nobler qualities instead of his baser instincts? It may accomplish wonders.

FOREST RANGER NAMED

Estacada—Jan. 13. (Special) Roy Weeman of Cascade Locks will be the new forest ranger in charge of the Estacada district of the Mount Hood national forest with headquarters in Estacada. He succeeds C. T. Brown, who has been transferred to the Hemlock ranger station at Carson, Washington.

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LEGAL

NOTICE TO CREDITORS

Notice is hereby given that the undersigned has been duly appointed Administrator of the estate of Myrtle E. Jones, deceased, and any and all persons having claims against the said estate are hereby required to present said claims, duly verified as by law required, at the office of my attorney, Butler & Jack, 200 Butler Building, Oregon City, Oregon, within six months from the date of this notice.

Dated January 11, 1941.
Date of first publication January 16, 1941.
Date of last publication February 13, 1941.

F. A. Jones
Administrator of the estate
of MYRTLE E. JONES,
Deceased.

BUTLER & JACK
Attorneys for Administrator
200 Butler Building,
Oregon City, Oregon

NOTICE OF FINAL ACCOUNT

Notice is hereby given that the undersigned as Administrator of the estate of Riley B. Wilson, deceased, has filed his final account in the office of the County Clerk of Clackamas County, Oregon, and that Monday the 10th day of February, 1941, at the hour of 9:00 o'clock in the forenoon of said day, in the Circuit Court Room of said Court, has been appointed by said Court as the time and place for the hearing of objections thereto and the settlement thereof.

Dated January 7, 1941.
Date of first publication January 9, 1941.
Date of last publication February 6, 1941.

A. F. BIERMAN
Administrator of the estate of
RILEY B. WILSON, deceased.
BUTLER & JACK
Attorneys for Administrator
200 Butler Building
Oregon City, Oregon

NOTICE TO CREDITORS

Estate of John Heft
In the Circuit Court of the State of Oregon for the County of Clackamas.

Probate Department

Notice is hereby given that the undersigned has been duly appointed by the Circuit Court of the State of Oregon for Clackamas County Administratrix of the estate of John Heft, deceased, and any and all persons having claims against the said estate are hereby required to present said claims, duly verified as by law required at the office of Wm. M. Stone, Beaver Building, Oregon City, Oregon, in Clackamas County, Oregon, within six months from the date of this notice.

Dated January 7, 1941.
Date of first publication January 9, 1941.
Date of last publication February 6, 1941.

MARY HEFT

Administratrix of the estate of
JOHN HEFT, deceased.
WM. M. STONE
Beaver Building
Oregon City, Oregon
Attorney for Administratrix

NOTICE TO CREDITORS

Notice is hereby given that the undersigned has been duly appointed Administrators of the estate of Levi Fleming Hargan, deceased, and any and all persons having claims against the said estate are hereby required to present said claims, duly verified as by law required, at the office of my attorneys, Butler & Jack, 200 Butler Building, Oregon City, Oregon within six months from the date of this notice.

Dated December 31, 1940.
Date of first publication, January 2, 1941.
Date of last publication, January 30, 1941.

ERNEST CRACKNELL
JACK WANKER,
Administrators of the estate
of Levi Fleming Hargan,
Deceased.

BUTLER & JACK
Attorneys for Administrators
200 Butler Building
Oregon City, Oregon

NOTICE TO CREDITORS

Notice is hereby given that the undersigned has been duly appointed Administrator of the estate of Allen K. Fox, deceased, and any and all persons having claims against the said estate are hereby required to present said claims, duly verified as by law required, at the office of my attorneys, Butler & Jack, 200 Butler Building, Oregon City, Oregon within six months from the date of this notice.

Dated December 20, 1940.
Date of first publication, December 26, 1940.
Date of last publication, January 23, 1941.

BURWARD B. FOX
Administrator of the estate
of Allen K. Fox, deceased.
BUTLER & JACK
Attorneys for Administrator,
200 Butler Building,
Oregon City, Oregon

SUMMONS

In the Circuit Court of the State of Oregon for Clackamas County.

ELLAMAE BALES, Plaintiff

vs.
HARLAN BALES, Defendant
To HARLAN BALES the above named defendant:

In the Name of the State of Oregon; You are hereby required to appear and answer the complaint filed against you in the above entitled suit on or before the expiration of four weeks from the date of the first publication of this summons, December 26, 1940; if you so fail to appear and answer plaintiff will apply to the Court for the relief prayed for in her complaint, to wit: a decree dissolving the marriage contract heretofore and now existing between the parties hereto; an order restoring unto plaintiff the use of her former name, Ellamae Stauffer, and for such other and further relief as the Court may seem just and equitable.

This summons is published by order of Earl C. Latourette, Judge of the above entitled Court. The order is dated December 20, 1940.

Date of first publication December 26, 1940.
Date of last publication January 23, 1941.

BUTLER & JACK
Attorneys for Plaintiff
200 Butler Building
Oregon City, Oregon



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