

Illinois Valley News

An independent newspaper devoted to the development of the richest valley in the world, the Illinois Valley and its surrounding districts. Published every Thursday at Cave Junction, Oregon by the Illinois Valley Publishing Company.

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M. C. ATWEY

Editor

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MEETING "PROSPERITY"

Here is something we have never told you before. We have said many times to make up your mind on what you want and then go out and get it. But have we ever told you that YOU are the one who must be sold first? YOU must believe. Convince YOURSELF that the thing you want is right and just for you to have. When you have sold YOURSELF completely, you are in a position to sell others on the idea and then you start going places.

Look yourself in the mirror when you get up in the morning and talk to yourself. Tell yourself what you want, and make yourself believe you are going to get you say, yes, I'm going to get this and don't believe it, you say, yes, I'm going to get this and don't believe it, you are lying to yourself. But if you are in real earnest, say it. Convince yourself and your job will then be easy.

Mr. Bristol sent me recently some "Taps" he has written, and among them is one on Winston Churchill, first Lord of the English Admiralty. You're going to get it next week, but we want to say something now—you will get it again from him—repetition, that is all, so you can appreciate it all the more next week.

In order to help you sell yourself to yourself, pick out some national or international character you admire. Set this character up as an example for you to follow, then try to be like him or her. Get a picture, image or whatever you can of this person and put it where you can see it daily and then strive to be as near like him or her as you can. Don't imitate, be yourself—but try to be as good as the character you have picked out. This idea stimulates our desire to try to improve. It makes the job a little easier to be a live wire, for you have an example of someone who was great in your estimation, and it is not distasteful to try to emulate someone we like.

But the most important thing right now for all of you to do, is to sell yourself. Get hot and bothered about yourself.

For instance—Suppose the thing you want most, is to pay off the mortgage on the home or ranch. Let us use this as an example.

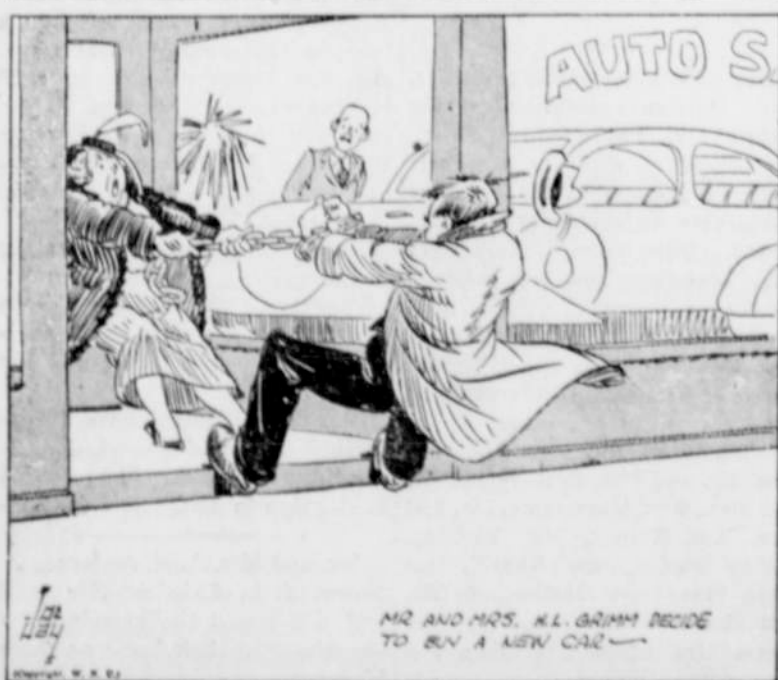
Every morning while dressing, look yourself full in the face and tell yourself you are going to pay off that mortgage and say it like you mean it. Get inspired over the idea. Tell yourself time and time again that you are going to do it. When you make yourself believe it, don't worry, avenues will open up you know nothing about, and you will be able to raise the money and pay off the mortgage. It works when you use it right. It works every day for thousands. It will work for you if you will let it.

SELLING OURSELVES

How about using the above psychology on ourselves with regards to the Illinois Valley and its advantages? Maybe you don't realize it, but that is what made California a great state. They sold themselves, and then started out selling the world.

Nearly all of you know what a wonderful valley

Along the Concrete



MR. AND MRS. H. L. GRIMM DECIDE TO BUY A NEW CAR

we have and what it is good for, yet how many of you tell others about it? We believe there should be a club organized to advertise this valley and start selling the natives to the advantages we have. When we are all sold, we will sell others and we can't help doing it. It will be a sort of second nature to tell everyone you meet what we have here to interest folks.

We only saw a little of this valley when we came here to locate, but we convinced ourselves that this was the place we wanted to come to, and this is the place we came, put in a \$5,000.00 printing office and started to publish one of the best country weekly papers in the state of Oregon. Nothing backward about us, we know it is. And we know we have one of the grandest valleys in the nation, and maybe we have failed somewhat in our duty in not getting hotter about it, but we won't let it happen again. We're going to tell the world all about this valley.

Let's get all "HET UP" with enthusiasm over the prospects for the future, and the prospects will just have to come. It's the law of nature. There "aint" no other way. Like attracts like. You scratch my back and I'll scratch yours, and doggone it, it feels good to do something for someone else, even to scratching backs.

Ken Wells is back from Lakeview where he has been employed and will remain here for the winter.

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Head Office, Portland, Oregon
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Sabbath School at 9:30 a. m.
Preaching Service 11:00 a. m.
Prayer meeting Wednesday at 7:30 p. m.
You are invited to meet with us.
F. W. Cooper, Elder, Kerby.

CAVE JUNCTION COMMUNITY CHURCH

Community Sunday School at 9:45 a. m.
Preaching 11 a. m.

KERBY UNION SUNDAY SCHOOL

Sunday School at 9:45 a. m. every Sunday. All are cordially invited.

BRIDGEVIEW COMMUNITY CHURCH

Sunday School 10:00 a. m.
Preaching 12:00 a. m.
Loyal Defenders 7:00 p. m.
Preaching 8:00 p. m.
Prayer Meeting, Wed. 7:00 p. m.
Orchestra Practice, Sat. 7:00 p. m.

Variety seemed to be the order of the day last Sunday both in regard to weather and worship. Although it was stormy, there was a good crowd out to Sunday school and morning worship. The Loyal Defenders service under the direction of Paul Kees was a fine meeting packed with interest and instruction for the young folk.

We had a number of visitors for the evening service who furnished encouragement and inspiration to the pastor. Among our visitors were Mrs. Floyd White from Long Beach, Calif., Mrs. Eldon Johnson of Los Angeles and their parents, Mr. and Mrs. Sherrier, local residents. Mr. and Mrs. Byrum Gray, also Mrs. Wagstaff were present. We missed the CCC men who have been so regular in attendance.

Don't forget our Christmas program the night before Christmas. You will enjoy our orchestra. The Little Church With the Big Welcome. Ed Wright, pastor.

Nelson Sisters Cafe

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Grants Pass, Oregon

Why Not Treat That OLD WATCH to a New Case for Christmas
Clarence E. Eggers
604 S. 6th St., Grants Pass

POTTED PLANTS — CUT FLOWERS and FUNERAL Pieces, Sent by Wire Anywhere
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Holland

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