

Illinois Valley News

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M. C. ATHEY Editor

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MEETING "PROSPERITY"

Here is some good common sense that we must pass on to our readers. Taken from a house organ of the Kalamazoo Vegetable Parchment Co., it gives 12 rules. "Follow them," the book says, "and you are well on your way to a master's degree":

1—Always be yourself, be natural. Never imitate another. The world will listen to you if you are natural.

2—You must develop good judgment, common sense. It is of greater value than all the education that you can receive from the schools. This fact has been demonstrated in the lives of thousands and thousands of men who made good.

3—You must believe in yourself, and the product that you handle, and the company that you work for. If not, you lose, and your voice will sound metallic. A man who thinks "can't" invariably is right about it. The man who believes he can and believes in his product, such faith shows through the face and others will listen to him.

4—Know folks, know human nature—another valuable asset. How can you know folks? Rub elbows with men.

5—To be successful in selling yourself and your product, you must see and feel the need of your prospect. The one thought, "How can I enrich this man with what I have," will produce in your face and in your voice the convincing power.

6—One must be industrious. 31 per cent of men fail because they lack the push to work early and late. Through all kinds of weather, they see before their eyes this command, "You must go on." Think and plan the night before and it will open the door tomorrow. Pep without purpose is piffle.

7—Common honesty is also a winning virtue. No man has ever been able to win respect from another without honesty. Dishonesty is a sure road to the poor house.

8—Earnestness. The value of earnestness cannot be over-estimated. It is well to remember the saying of the Master of Men, "Because you are neither hot nor cold I will spue thee out of my mouth." If you are earnest, you will have good listeners. Lukewarmness, and you will have a drowsy, sleepy audience.

9—In this life you must back up all your claims, all that you say, or you have no place in modern business. Gain such a reputation and a glad hand will be out for you. Do otherwise and you will have a No. 12 boot waiting for you.

10—About 80 per cent of all men fail because of the time spent in condemning competitors. Never say a harmful word nor imply the same against any living soul, and respect and love for you will grow by leaps and bounds.

11—Accurate knowledge, no guessing, is equal to great power. To know how to use tools is just as im-

portant as to have the tools. Study to be a master, give accurate knowledge, and you will render an invaluable service for which men will rise up and call you blessed.

12—Begin now, not tomorrow, to give much thought to this profession of selling. Think about it constantly and finally it will become a part of yourself. You will think nothing else than how to serve satisfactorily and pleasingly all those with whom you come in contact.

All of the above is "T. N. T." told in another way.

CHURCHES

ILLINOIS VALLEY CHURCH OF SEVENTH DAY ADVENTISTS

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.

KERBY UNION SUNDAY SCHOOL

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

BRIDGEVIEW COMMUNITY CHURCH

Sunday School 10 A. M.
Preaching 11 A. M.
Loyal Defenders 7 P. M.
Preaching 8 P. M.
Prayer meeting, Wednesday night 8 P. M.

CAVE JUNCTION COMMUNITY CHURCH

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

Bible Study Group

The Bible Study Group met on Wednesday afternoon with Mrs. A. B. Iverson with 14 ladies and nine children present, and as it was the last day the ladies from Bridge-builder crew were present a good part of the meet was given over to them, in appreciation both to and from them for the days together. Mrs. James F. Johnston, wife of the Superintendent of the crew, who has been so gracious with her gift of song whenever asked, favored the group with several solos, and a farewell song, composed by the hostess, in honor of the ladies sung by the group. The study of Dorcas, her good works, and almsdeeds, was a practical study for the day and the Mrs. Tracy Cross. Lovely refreshments of fruit punch and cookies was served by Mrs. Iverson and the girls.

One Dollar Brings Six For Fire Dept.

A few days ago, after the Firemen's Ball, Herb Watts came into the office and gave a dollar to the fire department, saying he could not attend the dance on account of a previous engagement.



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DELIVERED TO YOUR DOOR
Knotty Pine
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"Remember the Night" concerns itself mainly with a feminine crook—she eschews the term kleptomaniac herself—whom a rising young district attorney aims to put in jail for a long, long time. It's the day before Christmas and, knowing that juries are unusually lenient during the Yule season, the d. a. asks for an adjournment until after New Years.

The adjournment is granted. Then the Yule spirit seeps into the district attorney and he goes bail for the lady so that she may enjoy the holidays outside of jail. As a result he finds himself with her on his hands for the whole week between Christmas and New Years and the results emanating from this setup go to make up as hilari-

ous and rib-tickling a series of situations as you'll ver see on the silver screen.

DR. A. N. COLLMAN
Naturopathic Physician
Office,
Sherman's Camp
Cave Junction

Dr. Fred W. Gould
Dental Surgeon
Tuffa Building
Phone 4
Grants Pass

L. B. Hall FUNERAL HOME
Mrs. L. B. Hall, Manager
AMBULANCE SERVICE
Phone 388 Cor. 5th & C Sts.

F H A LOANS
BUILD NOW — PAY BY THE MONTH
Valley Lumber Co.
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Wardrobe Cleaners
The oldest and best since 1911
Free Pick up by Grants Pass Laundry

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Cash prices for Feeds and Seeds of all kinds
Phone 123 Grants Pass

VETERINARIAN
Horses and Cattle my Specialty
DR. O. L. HOHLFELD
408 South 6th Street
Day phone 162—Night 538
Grants Pass

FRENCH LAUNDRY & DRY CLEANERS

Agencies
Haynes Clothing Shop
Wittrock's Store, Kerby
Lew Hammer, Selma

Call: Wed. and Sat.



ASK FOR

Keibel's PERFECTION BREAD

At Your Grocer

GRANTS PASS HOTEL
MINERS HEADQUARTERS
615 "G" Street
Grants Pass, Oregon

Notary Publics
AMY HUSSEY
M. C. ATHEY
LUCILE FLOYD
Holland

JULY CLEARANCE

Don't Miss This Sale! Hundreds of **BAR-GAINS** in ALL Departments!

SALE

1/2 Price Sale Ready-to Wear Department

Coats - Suits - Better Dresses

Dress Lengths - \$1.69

3 1/2 and 4 yard lengths, rayon dress fabrics. These fabrics sold as high as 89c a yard.

Paris Fashion and Connie
Ladies' Style Shoes

Black and white, brown and white, blue and white Spectators, and all white.

\$1.98 and \$2.98

EVERY PAIR ON SALE—
—NONE RESERVED!

80 Square Prints

"A. B. C.", "Quadrica" and "Invader" quality. Buy now and save on Fall School dresses.

Pillow Cases - 5 for \$1

45"x36" second selection "Canon" fine muslin quality.

Ladies Vitality Shoes

\$3.95 pair

All white and Biege. Vitality dress and Sport Oxfords.

Girl's Dresses - \$1.39

"Shirley Temple" regular \$1.95 Also Miss Teen regular \$2.00 val.

BUY BLANKETS NOW !

With the advance on the price of wool and the Government orders for Blankets, higher prices are inevitable!

LAY AWAY PLAN . . .

For a small deposit and weekly or monthly payments we will hold your choice of any of our present stock.

NOW AND SAVE !

The GOLDEN RULE

Along the Concrete



Redwood Highway 1 1/2 Miles South of Wilderville, Ore.