EVERY CANDIDATE PAID FOR WORK DONE

Contest Opened September 27 GET IN NOW

The Heppner Herald

Announces Their "Everybody Wins"

Contest Closes November 18 **GET IN NOW**

GET YOUR SHARE OF THE **PRIZES OFFERED**

Look back into the early history of the successful men and women of today and you will find that they wasted very little time dreaming—they took advantage of every opportunity offered them they made decisions and followed those decisions out to successful conclusions. They did not overlook, for instance, golden

opportunities to earn as high as two hundred dollars per week for spare time effort. You, too be successful. Right here, and now, is a golden opportunity for you to turn your spare time into unthought-of profit. If you only dream about this you will never get very far—you must make a decision and then act. Right

HEPPNER HERALD big \$2,000 salesmanship camapign and then start out with the determination of winning one of the best prizes that are being offered and show your friends that you have entered to win and then work in a manner that will coincide with

stermination. Think of winning a \$764.48 Ford Sedan or a Thouseraph, or a Suite of Chesterfield furniture in your space time during the next few weeks. You can do that if you will de vote the time and effort necessary to get the subscript. subscriptions mean credits and the credits mean victory. The cam-

prign is open to all, and everyone who enters and works is such to be a winner, for if you don't win one of the prizes we will pay you twenty per cent cash of every dollar that you turn in, provided you send in one or more subscriptions each week while the

campaign is in force. Act right now. Tomorrow may be too late, but today is the right time.

The Herald for the News

RULES OF THE CONTEST

1. Any reputable man, woman or child residing in Morrow County and adjoining territory, eligible to become a member of the Salesmanship Club and earn a prize. The Herald reserves the right to reject

2. The winners of the prizes will be decided by their credits, said credits being presented by ballots is sued for subscriptions, advertising and lob cards and by cupons clipped from the Herald.

weeks 28). 3. Club members are not confined to their own particular town, 1 year community or district to secure credits and subscriptions, but may take 2 year

orders anywhere in his section, or for that matter anywhere in the 3 years . 4. Cash must accompany all orders where credits are desired. There will be no exceptions to this rule. Club members will be allowed to collect back subscriptions and renewals as well as entirely new sub-

scriptions and credits will be issued on both alike,

otherwise you will waive the privilege. Credits will not be issued on for less than one year, nor more than five years in advance from any one club member. occipts covering payments made prior to the beginning of the campaign.

6. Credits cannot be purchased. Every cent accepted through the campaign department must represent a subscription, job or adver-tising eard. No subscription will be accepted for less than one year nor more than five years in advance from any one club metaber. 7. Credits are not transferable. Club members cannot withdra

in favor of another club member. Should a club member withdra this for a club member to give, or transfer, subscriptions to anot ciub member. Credits on auch transferred substriptions will be so been to disqualification at the discretion of the campaign manager.

8. Any collusion on the part of club members to the detriment of other club members or to the Herald will not be tolerated. Any clumenter or club members entering into or taking part in such a comb nation will forfeit all right to a prize or commission. 9. All credits issued for subscriptions or advertising eards mr

eld in reserve, or polled at the discretion of the candidate or

10 Every club member in this campaign is an authorized agent of the Happen Herald and as such may collect arrearaged, and advance subscription payment from present subscribers as well as from new sub-

11. It is distinctly understood and agreed that club members will be responsible to rail increey chiectes, and that they wan read amount in full each day to the Salesmanship Club department of the Herald. . 12. There will be several big prizes awarded besides 20 pr cent

eash coming that in event any club member become INACTIVE, failing to make a cash report each week, he or she will be disqualified and thereby reriest all rights to a prize or commission.

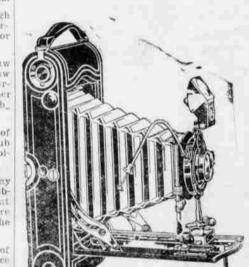
13. The Herald reserves the right to after the rules and schedule of this compared during the comparison if necessary, for the prefectly of the interests of both club members and this newspaper.

14 In becoming a club member or participating in this campaign club members agree to ablde by all the above conditions.

DULE OF CREDITS AND SUBSCRIPTION RATE OF THE HEPPNER HERALD

EDULE OF CREDITS AND SUBSCRIPTION RATE OF THE HEPPNER HER		
FIRST PERIOD	SECOND PERIOD	THIRD PERIOD
nbracing the first four s (terminating October the following number of ts will be issued for sub- tions:	Embracing the fifth and sixth weeks (terminating Nov. 11), the following number of credits will be issued for sub- scriptions:	Embracing the seventh last week (terminating 18), the following nu of credits will be issued fo scriptions:
r\$ 2.001,500	1 year\$ 2.00 1,000 2 years 4.00 6,000	1 year \$ 2.00 2 years 4.00

The above schedule of credits for subscriptions, which is on a declining scale basis, positively will not be changed during the competition. However, a special ballott, good for 50,000 credits will be issued for every "club" of \$20.00 turned in. This arrangement will be in effect throughout the fi. Credits are free. Ask for them when paying your subscription, entire campaign. Remember this and lay your plans accordingly. No subscription will be accepted



SEVENTH PRIZE 2C SENECA KODAK

Hought of And on Display at

Humphreys Drug Co.

T PERIOD	SECOND PERIOD	THIRD PERIOD	
g the first four eminating October lowing number of be issued for sub-	Embracing the fifth and sixth weeks (terminating Nov. 11), the following number of credits will be issued for sub- scriptions:	Embracing the seventh and last week (terminating Nov. 18), the following number of credits will be issued for sub- scriptions:	
\$ 2.00	1 year \$2.00	1 year \$ 2.00 800 2 years 4.00 4.000 3 years 6.00 7.500 4 years 8.00 10.000 5 years 10.00 15.000	

HERE'S THE PLAN IN BRIEF

The object of this salesmanship campaign is two-fold: Primarily, to increase the ever growing circulation of the ments from present or old subscribers and at the same time afford our friends and readers an unparcalled opportunity to profit, and in a big way, through their spare time during the next few woeks. So, it is a plan that orks both ways and to ultimate good of all c

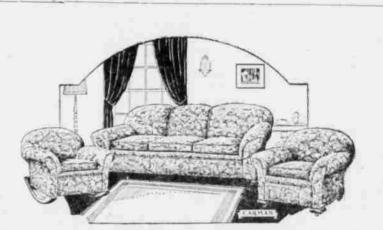
First Prize 1923 MODEL FORD SEDAN



Bought of and on Display at Latourell Auto Co.

SECOND PRIZE Beautiful Chesterfield Furniture Set Bought from the Case Furniture Company

This beautiful set of Chesterfield Furniture sells for \$225.00 at Heppner. This is the very best and latest in furniture sets. This set is on display at the Case Furniture Company and will be the second prize in the Herald Salesmanship Contest



The one receiving the largest number of credits in the entire campaign will be awarded the Ford Sedan. The second highest will be awarded the Chesterfield Furniture Set. After the above prizes have been awarded the others will follow as stated in this advertisement. No one can receive more than one of the prizes but in event an active worker does not receive one of the prizes they will be awarded 20 per cent cash commission of every dollar that they turn in during the campaign.

Here's How to Succeed

you get the better your chances are to earn the capital prizo.

A very small amount of judiciously expended effort at this time under the Heppner Herald Salesmanship Club plan will produce a large percent of profit.

ADVISORY BOARD

It is the sincere aim of this newspaper to conduct this lesmanship Club, from start to finish, in a fair, honor-However, not all wisdom lies within any one man or

whose functions shall be to decide any question of sufficient moment that might happen to arise during the campaign and from which a committee shall be selected to act as judges and count the credits the last night of the club. The personnel of this board is as follows;

W. P. MAHONEY Cashier First National Bank S. W. SPENCER Cashier Farmers & Stockgrowers National Benk C. E. WOODSON E. M. HULDEN

How to Enter -- What to Do

SEND IN THE MEMBERSHIP BLANK. It counts 5,000 cred 2. USE THE RECEPPT BOOK. - As soon as we receive your entry we will send you a receipt book so that you may take subscriptions. Every paid in advance subscription counts for credits according to the schedule in this ad. CLIP "FIRST SUBSCRIPTION COUPON"-This coupon accompanied with any subscription payment for one year or more to the Heppner Herald, counts for 19,000 EXTRA credits in addition to the usual number. You do not have to be a subscriber to the Herald to compete. 4. SEE YOUR FRIENDS. Get your friends and acquaintances to subscribe. Also organize them so they will assist you to get subscriptions from their friends. USE THE TELEPHONE. Call up every one you know. Tell them you are in the campaign and ask for their support. 6. ONCE IN, STAY IN, Don't get discouraged or let anyone try to dis-COMPLETE INFORMATION. Call, write or phone the campaign manager at the Herald office, Heppner, Oregon.

\$500

HAS BEEN SET ASIDE TO PAY 20 PER CENT TO ALL ACTIVE NON-PRIZE WINNERS. \$1.90 OUT OF EVERY \$5.00 YOU COLLECT IS YOURS IF YOU FAIL TO WIN AN

And Annual Control of the Control of

FIFTH PRIZE

26 PIECE SET

Silverware

Haylor's

courage you. Someone will win the Ford Sedam. Why not you? 7. GET By using this coupon with your first subscriptions you Farmer and Secretary of Farm Bureau will jet a big start. Resurn this toupon to the Sales-

Receipt Books Are Ready

"The Herald has printed a large number of "receipt books to be pizzed among the Club Members and their triends. Those books are now ready for distribution-

could and a complete working outlit will be sent you by nest class mail An early start is half the barde wonthe YOU is receipt books now

Don't wait is my what the other reliew in come; to us but puch right in and show she other follow how in do-

No Losers

The Hyrald does not lask Club members to entwess for subscriptions and then take the chance of gotting to reward for their errorts.

The Revald agrees to pay all Clab members who partimpage in this campaign a CASH COMMISSION of twenty (20) per cout (\$1 out of every \$5 collected) for all subscription money turned in provided they turn in one or more subscriptions each week after they start to work, and in the event such Club members do not win one of the prizes.

SIXTH PRIZE



Your Choice of Any

F. L. HARWOOD



\$60.00 Scholarship

Behnke-Walker

Business College

PORTLAND, OREGON

835.00 WATCH

Min Przes and Gash For further information, subscription blanks, **FOURTH PRIZE**

receipt forms, etc calon, phone or write THE SALES MANAGER

Open Evenings

Phone 13

The Heppner Herald is the Leading Newspaper of Morrow County.

THIRD PRIZE \$125.00 Stradavaris Phonograph

Bought of and on display at **PATTERSON & SON**

Druggists



-10,000 EXTRA CREDITS-

manship Club Manager, Herald, with your first sub-

scription payment, either old or new, and you will recoive 10,000 credits in addition to the regular schedule.

Cash right necessing this company. When sout in wi

the "Mancherdity Blank" the member starts with 15,000

extra credits in oddition to the regular credits allowed on

the unincription limit. Only one of these compone will be

MEMBERSHIP BLANK

-GOOD FOR 5.00 CEEDITS To Manague the Heppiner Resuld

Please: Enter

This blank counts bood gredits. Only one given to each member of the "Salesmanship Club". You may enter your own name or that of a friend. The nominator's name will not be divulged if so requested.