

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

# SALESMANSHIP CLUB

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 conditions. 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 thought-of profit. If you only dream about this you will never get very far—you must make a decision and then act. Right

now—today—show your initiative and become a member of the HEPPNER HERALD big \$2,000 salesmanship campaign and start out with the determination of winning one of the best prizes that are being offered and show your friends that you have a right to win and then work in a manner that will coincide with

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

aign is open to all, and everyone who enters and works is sure 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 any membership entries.
2. The winners of the prizes will be decided by their credits, said credits being presented by ballots listed for subscriptions, advertising and job cards and by coupons clipped from the Herald.
3. Club members are not confined to their own particular town, community or district to secure credits and subscriptions, but may take orders anywhere in his section, or for that matter anywhere in the state of the United States.
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 subscriptions and credits will be issued on both alike.
5. Credits are free. Ask for them when paying your subscription, otherwise you will waive the privilege. Credits will not be issued on receipts 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 advertising card. No subscription will be accepted for less than one year nor more than five years in advance from any one club member.
7. Credits are not transferable. Club members cannot withdraw in favor of another club member. Should a club member withdraw the rack his or her credits will be cancelled. Neither will it be permissible for a club member to give or transfer subscriptions to another club member. Credits on such transferred subscriptions will be subject 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 club member or club members entering into or taking part in such a combination will forfeit all right to a prize or commission.
9. All credits issued for subscriptions or advertising cards may be held in reserve, or pooled at the discretion of the candidate or subscriber up to and including the last day of the campaign; except at the discretion of the campaign manager, no club member can pool more than 20,000 credits in any twenty-four hours above the leader in the previous published report.
10. Every club member in this campaign is an authorized agent of the Heppner Herald and as such may collect arrears and advance subscription payment from present subscribers as well as from new subscribers.
11. It is distinctly understood and agreed that club members will be responsible to mail money collected, and that they will remit amounts in full each day to the Salesmanship Club department of the Herald.
12. There will be several big prizes awarded besides 20 per cent cash commission to ACTIVE non-prize winners, but it is to be distinctly understood that in event any club member become INACTIVE, failing to make a cash report each week, he or she will be disqualified and thereby forfeit all rights to a prize or commission.
13. The Herald reserves the right to alter the rules and schedule of this campaign during the competition if necessary, for the protection 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 abide by all the above conditions.

### SCHEDULE OF CREDITS AND SUBSCRIPTION RATE OF THE HEPPNER HERALD

| FIRST PERIOD   | SECOND PERIOD  | THIRD PERIOD   |
|--|--|--|
| Embracing the first four weeks (terminating October 28), the following number of credits will be issued for subscriptions: | Embracing the fifth and sixth weeks (terminating Nov. 11), the following number of credits will be issued for subscriptions: | Embracing the seventh and last week (terminating Nov. 18), the following number of credits will be issued for subscriptions: |
| 1 year ..... \$ 2.00 ..... 1,500   | 1 year ..... \$ 2.00 ..... 1,000   | 1 year ..... \$ 2.00 ..... 800   |
| 2 years ..... \$ 4.00 ..... 3,000  | 2 years ..... \$ 4.00 ..... 2,000  | 2 years ..... \$ 4.00 ..... 1,600  |
| 3 years ..... \$ 6.00 ..... 4,500  | 3 years ..... \$ 6.00 ..... 3,000  | 3 years ..... \$ 6.00 ..... 2,400  |
| 4 years ..... \$ 8.00 ..... 6,000  | 4 years ..... \$ 8.00 ..... 4,000  | 4 years ..... \$ 8.00 ..... 3,200  |
| 5 years ..... \$ 10.00 ..... 7,500   | 5 years ..... \$ 10.00 ..... 5,000   | 5 years ..... \$ 10.00 ..... 4,000   |

The above schedule of credits for subscriptions, which is on a declining scale, based, positively will not be changed during the competition. However, a special ballot, good for 50,000 credits will be issued for every "club" of \$20.00 turned in. This arrangement will be in effect throughout the entire campaign. Remember this and lay your plans accordingly. No subscription will be accepted for less than one year, nor more than five years in advance from any one club member.

### HERE'S THE PLAN IN BRIEF

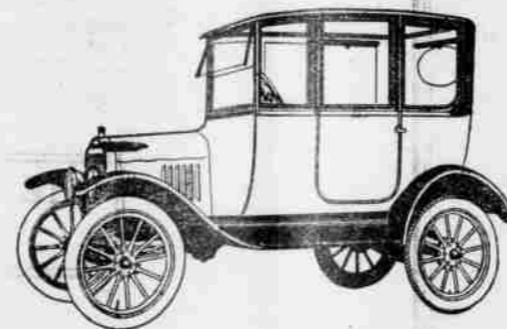
The object of this salesmanship campaign is two-fold: Primarily, to increase the ever growing circulation of the Heppner Herald; to collect in advance subscription payments from present or old subscribers and at the same time afford our friends and readers an unparalleled opportunity to profit, and in a big way, through their spare time during the next few weeks. So, it is a plan that works both ways and to ultimate good of all concerned.

### Here's How to Succeed

A better and faster way to get credits is by securing new and renewal subscriptions to the Heppner Herald and for ad cards. For each subscription turned in, a certain number of credits are listed, the number varying according to the amount collected and during which "period" same is received at the Club Headquarters. So you see, the more credits you get the better your chance are to earn the capital prize.

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.

### First Prize 1923 MODEL FORD SEDAN

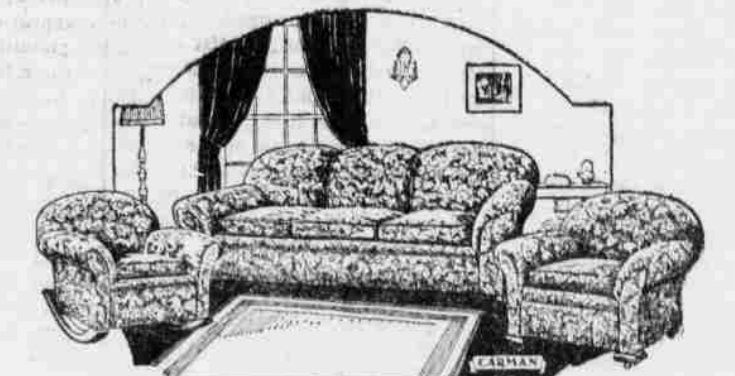


Bought of and on Display at Latourell Auto Co.

### 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.

### ADVISORY BOARD

It is the sincere aim of this newspaper to conduct this Salesmanship Club, from start to finish, in a fair, honorable and impartial manner. Every precaution has been taken to safeguard the interests of participants, and absolute honesty in all dealings is guaranteed.

However, not all wisdom lies within any one man or institution, an Advisory Board has been decided upon 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 judge and count the credits the last night of the club. The personnel of this board is as follows:

- W. P. MABONEY, Cashier First National Bank
- S. W. SPENCER, S. W. Stockgrowers National Bank
- C. E. WOODSON, Attorney
- E. M. HULLEN, Farmer and Secretary of Farm Bureau
- J. A. WATERS, County Clerk

### How to Enter -- What to Do

1. SEND IN THE MEMBERSHIP BLANK. It counts 5,000 credits.
2. USE THE RECEIPT 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 10,000 EXTRA credits in addition to the usual number. You do not have to be a subscriber to the Herald to compete.
3. 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.
4. ONCE IN, STAY IN. Don't get discouraged or let anyone try to discourage you. Someone will win the Ford Sedan. Why not you? 5. GET COMPLETE INFORMATION. Call, write or phone the campaign manager at the Herald office, Heppner, Oregon.

## \$500 Cash

HAS BEEN SET ASIDE TO PAY 20 PER CENT TO ALL ACTIVE NON-PRIZE WINNERS. \$1.00 OUT OF EVERY \$5.00 YOU COLLECT IS YOURS IF YOU FAIL TO WIN AN AWARD

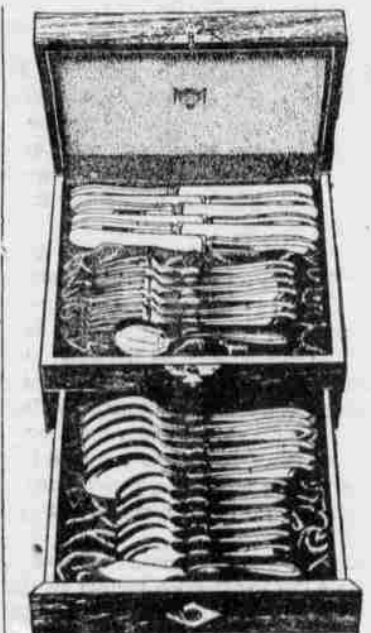
### FIFTH PRIZE

26 PIECE SET

Silverware Community

Bought of on Display

Haylor's



### 10,000 EXTRA CREDITS

By using this coupon with your first subscriptions you will get a big start. Return this coupon to the Salesmanship Club Manager, Herald, with your first subscription payment, either old or new, and you will receive 10,000 credits in addition to the regular schedule.

Name Subscriber .....

Address .....

Club Member's Name .....

Amt. Enc. ...., old or new sub.

Cash must accompany this coupon. When sent in with the "Membership Blank" the member starts with 10,000 extra credits in addition to the regular credits allowed on the subscription itself. Only one of these coupons will be credited to each member.

MEMBERSHIP BLANK  
—GOOD FOR 5,000 CREDITS—

To Manager the Heppner Herald, "Salesmanship Campaign,"

Please Enter .....

Address .....

This blank counts 5,000 credits. 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.

### Receipt Books Are Ready

The Herald has printed a large number of receipt books to be placed among the Club Members and their friends. These books are now ready for distribution—first come, first served.

As soon as we receive your Membership Entry, receipt books and a complete working outfit will be sent you by first class mail. An early start is half the battle won. Get YOUR receipt books now.

Don't wait to see what the other fellow is going to do, but pitch right in and show the other fellow how to do it.

### No Losers

The Herald does not ask Club members to canvass for subscriptions and then take the chance of getting no reward for their efforts.

The Herald agrees to pay all Club members who participate in this campaign a CASH COMMISSION of twenty (20) per cent (\$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 \$35.00 WATCH From the Large Stock of F. L. HARWOOD

# \$2000 in Prizes and Cash

FOURTH PRIZE \$60.00 Scholarship

Behne-Walker Business College

PORTLAND, OREGON

For further information, subscription blanks, receipt forms, etc., call on, phone or write

## HEPPNER HERALD

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

