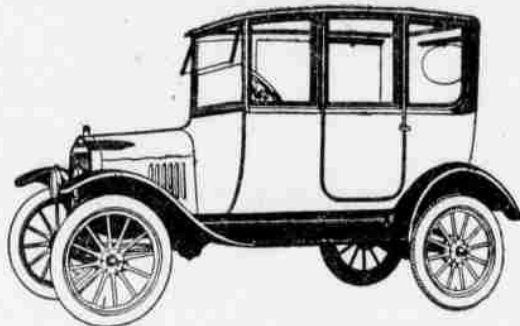


DON'T DREAM of SUCCESS

GO OUT AND WIN IT!

First Prize

1923 MODEL FORD SEDAN



Bought of and on Display at
Latourell Auto Co.

Look back into the early history of the successful men and women of today and you will find 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, opportunities to earn as high as two hundred dollars a week for spare time effort.

YOU, TOO, CAN BE SUCCESSFUL. Right here, and now, is a golden opportunity for you to turn your spare time into unthought of profits. If you only dream about this you will never get very far—**YOU MUST MAKE A DECISION AND THEN ACT ON IT.** The door to opportunity is wide open. For the past week we have been urging you to act. **NOW—TODAY—**show your initiative and become a member.

SECOND PRIZE

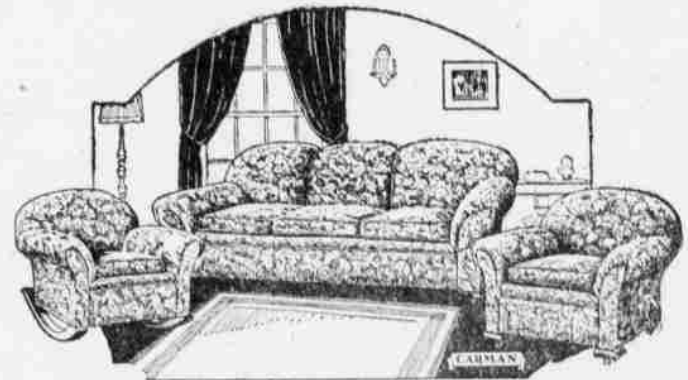
Beautiful Chesterfield Furniture Set

BOUGHT OF AND ON DISPLAY

AT THE

CASE FURNITURE COMPANY

HEPPNER, OREGON



\$2000 IN PRIZES AND CASH COMMISSIONS

QUESTIONS AND ANSWERS

- Q.** What is the name of the campaign?
A. The Herald's \$2000 Salesmanship Club.
- Q.** What is its purpose?
A. To increase the already large circulation of the Herald.
- Q.** When did the Salesmanship Club open and when does it close?
A. The club officially opened Wednesday, September 27th, and will close Saturday, November 18th—seven short weeks.
- Q.** Who is eligible?
A. Every man, woman and child in this county and surrounding country.
- Q.** What does it cost to become a member of the club?
A. Absolutely nothing. Just enter and start working and you will win.
- Q.** How will the prizes be awarded?
A. The grand capital prize will be awarded the one securing the largest number of credits in the campaign. Besides the Capital prize, there are six other prizes.
- Q.** Can I take subscriptions anywhere or just in my district?
A. Any club member may take subscriptions any place in the entire country.
- Q.** Do renewal and new subscriptions count the same?
A. You will get the same credits for both old and new.
- Q.** Will more credits be given for subscriptions later?
A. Positively no. At no time during the balance of the campaign will you receive as many credits for the subscriptions as you will receive during the first period.
- Q.** What must I do to become a club member?
A. Sign the membership blank and bring or send it to the Herald office and we will then give you complete details regarding the campaign.
- Q.** Am I required to give all my time to the work?
A. No, you obligate yourself in no way whatsoever. You may devote whatever spare time you can to the work.
- Q.** How can I get started to win?
A. By entering right away and then starting out with the determination of putting forth your best efforts and sticking to it. You are sure to win.
- Q.** Can I get more complete information?
A. Yes, call at the Herald office or phone Main 13.

MEMBERSHIP BLANK—Good for 5000 Credits

To the Manager of the Heppner Herald "Salesmanship Campaign."

Please enter

Address

as a member of the "Salesmanship Club"—(Write plainly). This blank counts 5000 credits... Only one given to each member. You may enter your own name or that of a friend. The nominator's name will not be divulged if so requested.

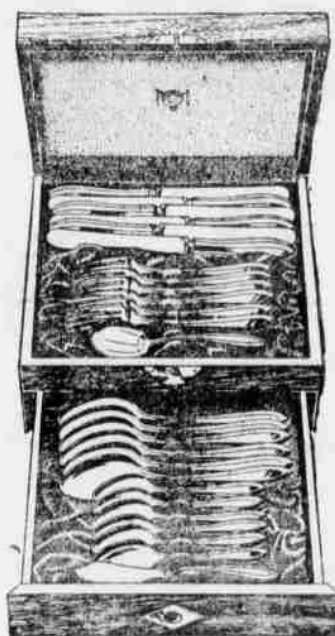
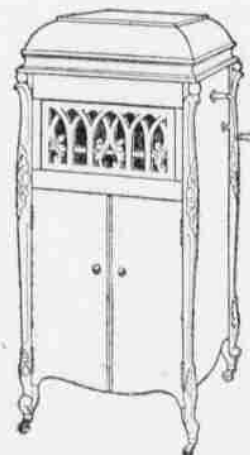
THIRD PRIZE

\$125.00

Stradavaris Phonograph

Bought of and on display at

PATTERSON & SON
Druggists



FIFTH PRIZE

26 PIECE SET

Community Silverware

BOUGHT OF AND ON DISPLAY

AT

HAYLOR'S

\$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

FOURTH PRIZE

\$60.00 Scholarship

IN

Behnke-Walker Business College

PORTLAND, OREGON

10,000 EXTRA CREDITS

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

Subscriber's name

Address

Club member's name

Amount enclosed \$..... old or new subscriber 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 credit allowed on the subscription itself. Only one of these coupons will be credited each member.

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 judges and count the credits the last night of the club. The personnel of this board is as follows:

- W. P. MARONEY**
Cashier First National Bank
- S. W. SPENCER**
Cashier Farmers & Stockgrowers National Bank
- C. E. WOODSON**
Attorney
- E. M. HILDEN**
Farmer and Secretary of Farm Bureau
- J. A. WATERS**
County Clerk

SIXTH PRIZE



\$35 Watch

Your Choice of Any

From the Large Stock of

F.L. Harwood

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.

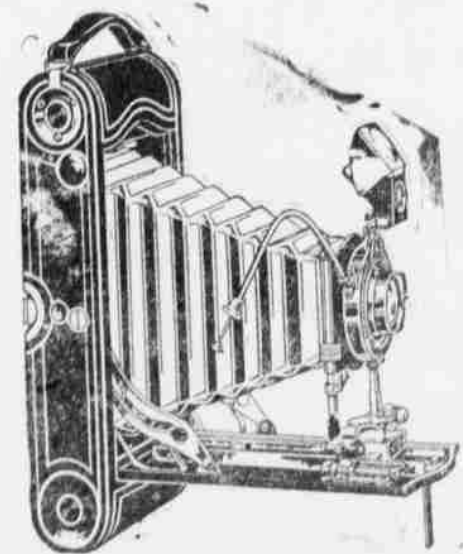
The Herald agrees to pay all Club members who participate in this campaign a CASH COMMISSION of twenty (20) per cent (\$1 out of every \$5 collected) for all subscription money turned in provided they turn in one or more subscriptions each week after they start to work, and in the event such Club members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

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

HEPPNER HERALD

Open Evenings

Phone 13



SEVENTH PRIZE

20 SENECA KODAK

Bought of And on Display at

Humphreys Drug Co.

Heppner, Oregon