

DOWN! DOWN! DOWN!

GO THE CREDITS IN THE HERALD'S SALESMANSHIP CLUB

Use Your Spare Time to the Best Advantage

The first period of the campaign will close next Saturday night. That means if you are to receive the large credits on your subscriptions you must get them in before that time for at no time will you receive as many credits for the subscriptions as you will during the first period. If you ever intend to do anything big in this campaign this week is the time to do it. After Saturday, October 28, subscriptions lose a large portion of their credit value. Not to do your best this week is to deliberately turn your back on the biggest opportunity that has ever come to you.

No asset returns greater profits, or entails greater losses than the wise or foolish use of your time

\$2000.00 IN PRIZES AND CASH

LIST OF PRIZES

SECOND PRIZE

\$225 Beautiful Chesterfield Furniture Set, bought of Case Furniture Co.

THIRD PRIZE

\$125 Stradavaris Phonograph, bought of and on display at Patterson & Son's.

FOURTH PRIZE

\$60 Scholarship in Behnke-Walker Business College, Portland, Oregon.

FIFTH PRIZE

26-piece cabinet of Community Silverware, bought of and on display at Haylor's.

SIXTH PRIZE

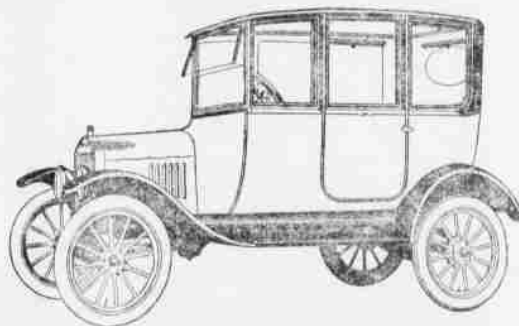
Your choice of any \$35 watch from the large stock of F. L. Harwood.

SEVENTH PRIZE

2C Seneca Kodak, bought of and on display at Humphreys Drug Co.

First Prize

1923 MODEL FORD SEDAN



Bought of and on Display at Latourell Auto Co.

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 elected 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. MAHONEY
Cashier First National Bank
- R. W. SPENCER
Cashier Farmers & Stockmen's National Bank
- C. E. WOODSON
Attorney
- F. H. HOPKINSON
Father and Secretary of Rain Bureau
- J. A. WATERS
County Clerk

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.

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 subscriber's name will not be divulged if so requested.

NO LOSERS

The Herald does not ask Club members to receive for subscriptions but they take the chance of getting an award for their efforts.

The Herald agrees to pay all Club members who participate in this campaign CASH COMMISSIONS at twenty (20) per cent (four out of every ten dollars) for all sales. Commission money, however, is provided they turn in one or more subscriptions each week when they start to work, and to the credit each Club member on Oct. 28th of this year.

A MILLION CREDITS

SOUNDS LIKE A WHALING LOT, DOESN'T IT? Yet, you can easily get that many if you will devote your time to subscription-getting. One subscription for FIVE years, gives you 25,000 credits and 20 subscriptions for FIVE years each, gives you 500,000 credits and as the 20 subscriptions amounts to \$200---which is equal to Ten Clubs which entitles you to 500,000 EXTRA CREDITS, making a TOTAL of ONE MILLION credits for you.

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

HEPPNER HERALD

Open Evenings

Phone 13

Note the Difference in These Credit Schedules

FIRST PERIOD

Embracing the first four weeks (terminating October 28), the following number of credits will be issued for subscriptions:

1 year	.....\$ 2.00	.....1,000
2 years	.....4.00	.....2,000
3 years	.....6.00	.....3,000
4 years	.....8.00	.....4,000
5 years	.....10.00	.....5,000

SECOND PERIOD

Embracing the 5th and sixth weeks (terminating Nov. 11), the following number of credits will be issued for subscriptions:

1 year	.....\$ 2.00	.....1,000
2 years	.....4.00	.....2,000
3 years	.....6.00	.....3,000
4 years	.....8.00	.....4,000
5 years	.....10.00	.....5,000