

Your Handwriting Reveals Your Possibilities!!

No. 8—A GOOD SALESMAN By M. N. BUNKER, D. C. S.

SOMEONE has said that a salesman is the man who makes a success out of life. This is largely true. The preacher who re-

lives insurance, or clothing, or food. He may be inspiring you in the schoolroom to get a better education, to make more out of your life, but

not in your duty

ally accomplishes the most is the man who sells you religion. He puts so much life into it and makes it worth so much to you that you want it. You believe in his message, and he makes you want to believe.

Any man who makes you want to accomplish more, do more for yourself and for others, is possessed of sales ability. He may not be selling

just as he fills you with the desire to accomplish, he is a salesman.

MAY BE TEACHER

You may already have these traits of character. You may be naturally fitted to lead and inspire other people. You may have in your nature the qualities that will help you make a great name for yourself in the pulpit, or the schoolroom, or any place

else where it is necessary to inspire and influence the people around you.

If you have these qualities, then you are very fortunate. It means that you have real talent for making something out of your life, if you only use what you have naturally.

SALESMANSHIP SIGNS

Your handwriting shows whether you have these traits. Look at the way you cross your 't's. Do you make long, swinging strokes such as are shown in this specimen? If so, then you have one important trait for a salesman. You are enthusiastic; when you believe in anything you believe in it wholeheartedly. You are the kind of person to put your whole heart and interest into a thing. This is the kind of man who touches

give him back as good as he sends. It will not only save him from drink, but save you from over-seriousness.

In 1862 General David Hunter, commanding in South Carolina, issued an order for recruiting a Negro regiment, which was complete in a few months.

the hearts and minds of people about him.

Do you make big loops to your 'y's and 'g's? If you do, this means that you see things in a big way, and what your imagination and your enthusiasm are both helping you. A man or woman who makes these big loops, and who shows much enthusiasm, is almost certain to make a success, unless they permit some serious fault to slip into their nature.

Next week we shall take up some of these faults—things that you need to watch, but in the meantime you should write a letter in ink. Send it along at once for a personal free analysis to be mailed to you. Simply comply with the instructions given here.

YOU MAY HAVE A PERSONAL

A Message to Underweight Men and Women

The one, supremely good health building tonic that is also the one great weight producer known to modern science the country over is McCoy's Tablets.

Take them for a few weeks and the hollows in your cheeks, your neck and chest should soon fill out and whether you be man or woman you may have an attractive figure and plenty of "get there" energy in just a short time.

Many times the increase in weight is astonishing—one exceedingly thin woman gained 10 pounds in 22 days.

McCoy takes all the risk—Read this iron-clad guarantee: If after taking 4 sixty cent boxes of McCoy's Tablets or 2 One Dollar boxes any thin, underweight man or woman doesn't gain at least 5 pounds and feel completely satisfied with the marked improvement in health—your money will be returned.

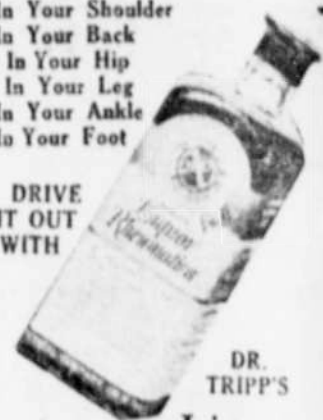
Just ask for McCoy's Tablets at any drug store in America. Adv.

REPORT MADE OF YOUR HANDWRITING IF YOU WILL WRITE A PAGE, USING PEN AND INK, SIGN YOUR NAME, SEND IT WITH A STAMPED AND ADDRESSED ENVELOPE FOR REPLY. BE SURE TO ENCLOSE THE STAMPED ENVELOPE, FOR LETTERS WITHOUT THIS WILL BE DISCARDED.

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In Your Leg
In Your Ankle
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Don't Be Too Serious in Love

Have you a puzzling love affair on which you need friendly advice? Write to Julia Jerome, care of this newspaper. If you wish a personal reply please send a stamped, self-addressed envelope.

Julia Jerome

THIS WEEK there is a cry of distress from Cleveland, Ohio. "My Dear Mrs. Jerome: I am very much in love with a certain young man, who shows in every way but one that he loves me. He has asked me to marry him and I have promised to do so. But he has one terrible fault. He teases me. He knows it makes me angry to be teased, but he keeps on doing it. Lately I became so angry that I stopped speaking to him. That drove him to drink. Then I thought it would be better if I left town, and I did so. He stopped drinking, but as soon as I returned he began again and says he is going to drink himself to death. How can

I break him of teasing and yet save him, for I really love him?—Serious Girl."

I think it is you and not your lover who is at fault, S. G. It is because you are too serious, perhaps, that his teasing upsets you so. I believe that seriousness is much overrated in love. It is possible to be sincere without being serious.

Serious people are usually too self-concentrated, and they make not only themselves but others unhappy by it. Learn to laugh at yourself; it is the best tonic in the world. After all, none of us are very important and life is very fleet. So it is only wisdom to take ourselves lightly and to laugh at everything as much as possible. This does not mean that you have to be frivolous or silly or malicious in your merriment. Be tolerant and impersonal in your laughter.

Make up with your sweetheart, and when he starts teasing you again,

St. Joseph's Pure ASPIRIN

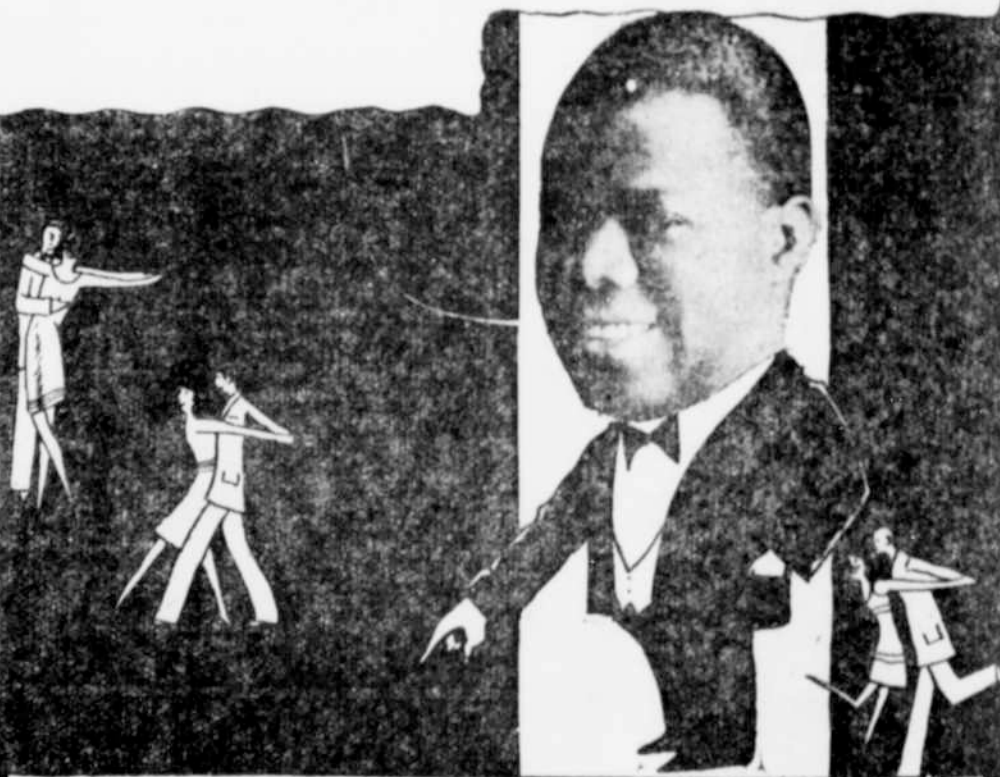
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