



Men marry good-natured girls. While it is true that the discerning, inactive man finds entertainment in the company of flighty Fannies and Temperamental Theresas, it is also a fact that when he is giving his thoughts to the subject of settling down for life he considers first a girl's inner nature, her character. Beauty is but skin deep, and while a flashing eye, a

pointing lip, a dangerous dimple, will light the first fires of passion in a cavalier's manly bosom—cavaliers also have a streak of good common sense—they are schooled by experience to consider other qualities of the fair one. A good-natured girl is in a sense intelligent, selective in her tastes, and withal a steadfast companion. Good-natured girls are seldom upstage, seldom quarrelsome, rarely nagging, not often suspicious. Romance blossoms perennially when the party of the first part is cheerful, helpful—good-natured. Men marry good-natured girls. (Copyrighted)



## Short Furrows

—By KIN HUBBARD

### ON SALESMANSHIP

There's books on salesmanship, an' articles on salesmanship, an' schools that teach salesmanship. Salesmanship is th' art o' sellin' somethin', an' as this is a great payment plan age, I'll say that salesmanship is th' art o' involvin' people, th' art o' runnin' 'em in debt. An' there's lots o' good things that ken be sold fer th' salesman even if it is claimed that they sell pianos an' cars an' oil burners 't' folks that hain't able t' have 'em. I know a feller that wuz triffin' an' good fer nothin' till he wuz thirty-four, when a neat appearin' salesman interested him in th' writin' o' Charles Dickens. He signed up an' went t' work an' met payment after payment. In a couple o' years th' books wuz hisn'. It opened his eyes, an' he involved himself in other things, worked hard an' regularly, got married, an' went in fer all th' comforts o' life. O' course, he's never free o' debt, but he has th' things he wants an' he's workin' an' contributin' somethin' t' society. Salesmen did it. Salesmen have put more people t' work than ever'thing else put t'gether. A salesman kin take an ole seedy moss-covered husband with a whinin' wife an' brighten his life in two payments, set him t' work with a vim, put him in a car, or enrich his home with a music box, or an electric ice box or washin' machine, an' make him love his work, or at least stick t' it. Involvin' folks in bedroom suites an' oriental rugs, an' sets o' books, an' planners, an' automobiles keeps 'em from strikin'. I'll bet payment plans have done more t' keep down labor troubles an' promoted more friendly relationships between employe an' employer than all other agencies. When a feller looks at his car he studies a long time before he strikes. An' there's his wife, with her planner, or washin' machine, t' be consulted. I'll bet if a payment home, or payment automobile, could be unloaded on ever' workin' man in th' country ther' wouldn't be no strikes. An' then ther's life insurance. Life insurance wuz never as pop'lar as it is t' day. A feller in modest circumstances don't feel half as guilty as he whizzes along in an auto if he knows he has a life insurance policy. He kin enjoy himself while an' earth knowin' that his wife an' children 'll go merrily on after he's gone. A feller may not be able t' own a car, but if he's workin' he's able t' have one, an' that's jest as good. Mort Pine has got his home fixed up jest th' way he wants it, an' he's got a car, an' his



### GETTIN' DOWN T' BUSINESS

wife looks jest as good as other women, but he's sewed up so tight he even works on th' 4 o' July, an' is a merchant policeman after hours. Th' payment plan is a great stabilizer, an' comes nearer makin' all folks equal than any-

thing I know o', but we've got to keep workin' t' enjoy it. But work is th' great salvation o' all, high or low, while idleness is th' great demoralizin' blight in our national life t' day. Even a national holiday jims our whole economic structure. (Copyrighted)



### ALL THE WAY

There is a time when life is like A blossom in the spring, When every breeze sets it a-dance And makes it dip and swing To tunes the angels sing, and then, When youth has had its day It goes, as pink rose petals blow; But love goes all the way.

There is a time, just past the line Of youth, when men are strong; When they choose deeds of high emprise, And do them with a song; But middle-age with its fair skies Is with us but a day, And is gone from us like a song; But love goes all the way.

There is a resting time to life, For eager limbs grown slow; A blossom-bordered time to sit In life's warm afterglow

And look ahead into the mists; Then all our strength and stay Is realizing God's best gift— Love—shall go all the way.

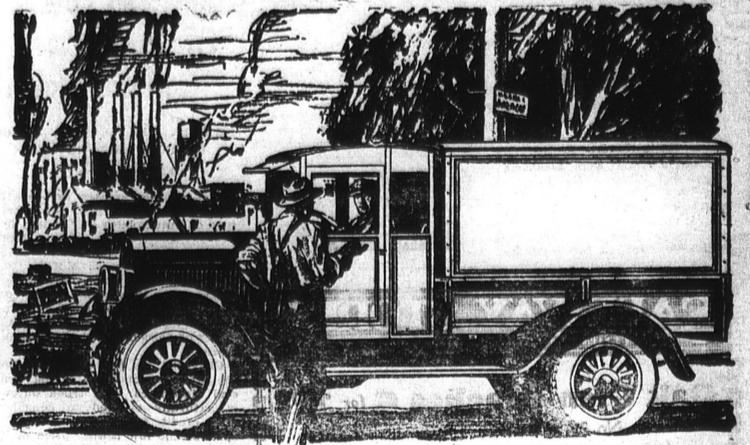
### PHILOSOPHRIN

Just when I think the summer's here and curl up on the hay, a blizzard romps out of the north and comes alone my way. But I don't howl and tear my shirt, for growin'-in's not my vice. I make my frau give back the dime I gave her to buy ice. (Copyrighted)

### WHAT'S WRONG HERE?

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Daisy Cloth, 36 inch.....	4 yds. \$1.00	Women's All Wool, Silk-and-Wool, All-Silk, Silk-and-Fiber Hose, \$1.00, \$1.50 to \$2.50 Values.....	3 for \$2.00	Men's 16-inch Boots, original Chippewas and Weyenberg; Values to \$14.00.....	2 pr. \$15.00
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Pepperill Pillow Cases, 36x42, 36x45.....	3 for \$1.00	Children's Tennis Shoes.....	3 pr. \$2.00	Boys' Shoes, Values to \$4.00.....	a pr. \$1.95
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Fleisher's Yarns, 1-oz. balls (no exchanges).....	6 for \$1.00	Men's Handkerchiefs put up one in a folder, Arrow brand and other 10c Sellers.....	16 for \$1.00		
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Sample Handkerchiefs, 25c Value each.....	9 for \$1.00	6-oz. Cotton Batts.....	8 for \$1.00		
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Good Grade Sateen, black only.....	4 yds. \$1.00	All Linen Medium Weight Bleached.....	yd. 49c		
Black and Blue Fancy Sateens.....	4 yds. \$1.00	A Heavier Weight All Linen Fabric.....	a yd. 59c		
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Women's Silk Hose, Silk-and-Fiber, All-Fiber, Fiber-and-Cotton Hose, worth up to \$1.25 a pair; Mission Knit, Hoieproof, Fill-a-Need.....	3 pr. \$1.00	Men's Medium Weight Union Suits.....	3 for \$2.00		
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