

Dale Carnegie

5-Minute Biographies

Author of "How to Win Friends and Influence People."



CHIC SALE

He Got \$49.49 A Word—For A Book He Was Sorry He Ever Wrote!

There has been only one author in the history of the world who ever wrote a book and made \$49.49 profit on every single word in the book. That book was The Specialist, and its author was Chic Sale.

The Specialist was the first book Chic Sale ever wrote, and he had so little faith in it that he printed only two thousand copies at first; and it took six weeks to sell them. Then suddenly the book caught on and swept over the country like flames leaping and roaring through a pine forest. It sold more copies than The Good Earth!

You'd think, wouldn't you that an author would be mighty proud



His First Book Was a Sensation; His Second Didn't Bring Enough to Pay the Printing Bills

of writing a book that outsold The Good Earth? But Chic Sale wasn't. He regretted that he ever wrote The Specialist—regretted it because its humor has been misunderstood by many people.

Chic Sale became an author more or less by accident. Actually, he was an actor and one of the finest character actors that ever put on grease paint.

For that matter, he became an actor more or less by accident, too. Years ago, he was a mechanic, working in the railroad shops in Urbana, Illinois. His older sister had stage aspirations, so she went to Chicago and studied at a dramatic school. When she came home for Christmas vacation, she gave a program at one of the churches and mimicked country characters.

After her performance was over, Chic said, "Why, I can do that without going to school."

She dared him to, so he walked out in the middle of the floor and gave an imitation of the local telegraph operator in Urbana. In a few minutes, he had the natives almost rolling off their chairs.

The next week a troupe of actors came to Urbana to put on a show. They had a comedy man who came out between the acts and entertained the audience, but he got sick. Chic Sale heard about it, and applied for the job.

The manager of the show was skeptical. But Chic gave him a sample of what he could do, and the manager took him on for the week, paid him ten dollars, and changed Chic's whole life.

Packing up his old telescope suitcase, he dashed off to Chicago, got a job on the stage and went to a cheap rooming house and began rehearsing his stunt. He decided that whiskers would make him look more like an old man; but he didn't know where he could buy them, so he took some hair stuffing out of his mattress, and made himself a set of whiskers out of horsehair. He used these mattress whiskers on the stage for eight months before he bought a real set of whiskers from a dealer in theatrical make-up.

His pay was very small, and every penny was precious. In order to keep himself from eating too much, he would buy cheap candy and nibble on it awhile before dinner. That took the edge off his appetite.

He played in six musical comedies on Broadway; but he couldn't sing and he couldn't dance. He was the best known "horn player" in the United States; yet he couldn't play a horn. He made \$50,000 playing in shows that were about Paris; yet he never saw Paris.

He wore the same pair of shoes on the stage for sixteen years. They were the shoes he used when he played the parts of old men. He believed they brought him good luck, so he kept on repairing them and refused to have any others.

After making so much money out of The Specialist, Chic Sale wrote another book. It was called: The Corn Husker Crashes the Movies and it didn't bring in enough cash to pay the printing bills!

FRANKLIN COUNTY FARM ITEMS

By County Farm Agents

Six 4-H Club boys of Franklin County produced higher yields in 1937 than was produced by the Champion Corn Grower in 1936. Joseph Earl Smith, Champion Corn Grower in 1936, produced 55 bushels on one acre planted to Cook's Prolific.

The following records have been reported in 1937 with increased yields over the above figure:

Baxter Harris, Justice 4-H club, Weekley's Improved, produced 57 bushels.

Watson Manning, Justice 4-H club, Weekley's Improved, produced 58 bushels.

M. T. Raye, Jr., Pilot 4-H club, Mixed Corn, produced 61 bushels.

Sam Sledge, Hickory Rock-White Level, Variety not known, produced 65 bushels.

Guy Griffin, Gold Sand, Mixed Corn, produced 72 bushels.

Joseph Earl Smith (repeating champion) Hickory Rock-White Level, Weekley's Improved, produced 80 bushels, 1 peck.

Most of these records were checked by impartial persons. Corn was measured and figured by weight.

HOME DEMONSTRATION DEPARTMENT

Sara Louise Weaver, Home Demonstration Agent

Itinerary

Jan. 31—Meat Canning Demonstration, Agricultural building, 10:00 o'clock.

Feb. 1—Oswego club.

Feb. 2—Wood club.

Feb. 3—

Feb. 4—Bunn club.

Civilization has brought many comforts and conveniences to the home but probably none a woman prizes more than the telephone.

MODERN WOMEN

EARLENE WHITE
President of The National Federation of Business and Professional Women's Clubs, Inc.

Her great love for birds, which she studied whenever she had a free half hour or more, has resulted in a book by Mrs. Emma F. Byers, bearing the imprint of The Women's Press. Mrs. Byers is well known in the middle west and the east, having served in Omaha, Chicago, Minneapolis and New York with the Y.W.C.A. A few years ago she retired, since when she has been more than ever devoted to the study of her feathered friends. The small volume entitled "Out-of-Doors with Birds" is not intended as a bird guide but is meant to inspire readers to use their free time to study birds, which Mrs. Byers thinks is a fascinating and interesting way to spend leisure time. The book is particularly good for people who live in the city where parks offer excellent opportunities to learn about birds.

Internationally known Chinese women have organized in New York a relief association to aid their country's war sufferers. Everything about the organization is volunteer or donated and everything goes direct to Mm. Chiang Kai-shek in China. The leaders in this group are Mrs. Lin Yu Tang, wife of the author of "My Country and My People"; Miss Mai-mai Sze, who played in "Lady Precious Stream," and is the daughter of Dr. Alfred Sze, formerly Chinese Ambassador to the United States; Mrs. C. H. Wang, wife of the manager of the Bank of China and sister-in-law of the Chinese Ambassador to Washington, and Mrs. K. C. Li, whose husband is head of a large trading corporation.

Interest in maternal and infant health and welfare has become so widespread that Miss Katharine F. Lenroot, chief of the Children's Bureau of the Department of Labor, has decided that such problems must be taken up at a general conference on Better Care for Mothers and Babies in Washington, in 1938. She has appointed a planning committee composed of representatives of organizations concerned with this problem.

Modern girls are far more interested in mending a man's ways than in mending his socks.

FOR BETTER HEALTH

BY DR. J. ROSSLYN EARP

Director, New Mexico Bureau of Public Health

MEASLES
By the use of a special stain, Dr. Jean Broadhurst has made it possible to recognize the presence of measles virus three days before the patient has a rash. The discovery will probably be found to be of greater scientific than practical importance. Measles is a very, very common disease and, until doctors have a lot more time, or health departments a much larger personnel, it is doubtful whether this special method of diagnosis will be used frequently enough to control epidemics.
For the present at least, whenever an epidemic of measles is going on, the safest thing is to keep children under four years of age away from any other children that might possibly be coming down with the disease. It is in the first three years of life that measles is dangerous to life. If a child gets measles before he is a year old his chances of dying are thirty-four times greater than if he gets it between five and fifteen.
Whenever a child less than four years old is known to have been exposed to infection, he should receive a dose of serum to prevent or modify the attack. Your doctor should be consulted immediately that you suspect the exposure. He will know what to give and when to give it.
Naturally, if your child comes down with measles after he has been playing with the neighbor's children, you will let the neighbor know at once so that the necessary steps may be taken to protect them. Your health department will help you to prevent the disease from spreading further. Do not hesitate to ask them. That is their job.

TIE A STRING AROUND THE FINGER!

Have You Ever Wrapped a String Around Your Finger? If Not, Do It — See What Happens!
Do you notice the bluish color? The throbbing? The numbness? The aches?
There are drugs one can take that will affect the entire body enough so that the ache of the finger will not be felt—but it will STILL be there.
Untie the string, take it off the finger! What happens then? The ache, pain, bluish color leave gradually. The finger returns to normal. WHY? You REMOVED the CAUSE!

This same thing happens in the human body when one of the vertebrae of the spine slips a little. It pinches the nerves and blood vessels that pass out from and into the spinal cord between the vertebrae. Just as the string around the finger pinched or shut off the blood vessels and nerves in the finger. And in the same way, the parts of the body, that are innervated and supplied by the nerve and blood vessels that are pinched by the vertebrae, are made "sick" or "dis-eased." They do not have their supply of energy and food and therefore cannot work as they should. THEN, a person gets "sick!"
TO get WELL, you must REMOVE the CAUSE! ADJUST or move the vertebrae in the spine so it will not pinch the nerves and blood vessels — just as you removed the string from your finger. This will let the life-giving energy and food go through to the parts of the body that are affected.

CHIROPRACTIC removes the CAUSE, (removes the string) by adjusting the vertebrae, allowing the nerves to transmit their energy to the parts of the body going away with the strain on the entire system that would result from the use of remedies.
Think it over! Let CHIROPRACTIC remove the cause of your ailment!

Hours:
9 a. m. - 12:30 p. m.; 1:30 - 5 p. m.
Night 7:00 to 9:00 P. M.
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GRADUATION INVITATIONS

AND

CARDS TO ACCOMPANY

are being handled by us this year for all School Commencements.

We have a complete line of the best quality samples and also at the most reasonable prices.

Students are invited to drop in and let us show them our line.

Arrangements for visitations to schools will be made and announced in the near future.

THE FRANKLIN TIMES

215 Court Street Louisburg, N. C.