

# Dale Carnegie

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



### SHE GOT AN IDEA

Here's a story of a woman who overnight learned that she had to earn the family income and who, in a few weeks, got herself a job at \$30,000 a year!

That woman is Marie Beynon Ray, author of "Two Lifetimes in One."

Mrs. Ray was married, and along came a child.

Suddenly her husband became ill, and had to give up work for an indefinite period. This meant that Mrs. Ray would have to go out and get a job. But she did not make the mistake so many job-seekers do. She did not go at it higgly-piggly.

The first thing she did was to

sit down and take stock of herself. She decided that instead of merely selling her labor she would sell an idea, too. She would offer a prospective employer these two things: an idea by which he could make money; and herself as a means of putting that idea over. This was excellent reasoning.

The things she knew most about were fashions and advertising, and she decided to capitalize on this knowledge. She had been managing editor of Vogue Magazine, where she had trained in caption writing four persons who became famous in the world of fashion: Marjorie Hillis, Claudia Cranston, Dorothy Park-

er, and Grace Hegger (Sinclair Lewis' first wife).

In doing this fashion work she had formed a wide circle of acquaintances, and now she decided to make use of these people. She went to them and asked if they knew where there was a job which needed the sort of experience and knowledge she possessed.

At an advertising agency she was told that the Wodworth Cosmetics Company was reorganizing. She put her idea into operation. She learned all she could about the company, and what its problems were. She found that they wanted to re-package and get up an entirely new and different line—to modernize.

She got to work. She designed new and attractive boxes, new perfume bottles, new face cream jars. She even laid out an advertising campaign. She did not stop here; she also worked out a radio campaign.

Then she went before the board. She told her story. The men listened. Their eyes opened. They gasped with astonishment. Why, here was a woman who knew more about this business than they did! Why not have a woman for vice-president? They were appealing to women. Here was one with excellent ideas, why not hire her?

They did! She made an excellent vice-president. She thought of things the men had not thought of. The business boomed. In the meantime, her husband's health improved and he came home. Mrs. Ray wanted to be with her daughter, and gave up her job and turned writer.

Anyone can learn from Mrs. Ray's experience. Don't walk in cold from the street. If you will think up an idea by which a company can make money, and sell the idea along with yourself, the job will want you. Want you? Why, it'll grab you!

### MOUNTAIN PARK

Mr. and Mrs. Sam Marshall and family of Elkin, were the Sunday guests of Mr. and Mrs. Henry Wolfe.

Miss Ola Williams of Enfield, N. C., and Miss Minnie Williams of Raleigh, spent the week-end with their parents, Mr. and Mrs. W. B. Williams.

The senior play, "The Man from Nowhere," will be presented in the school auditorium March 23.

Mr. and Mrs. D. C. Cockerham and family were the Saturday guests of the former's sister, Mrs. Lillie Wilcox, of Elkin.

Tom Lewis, a student at Appalachian State Teachers College, Boone, spent the week-end here with friends.

Mr. and Mrs. Paul Harris and small daughter, Dot, spent the week-end in Mount Airy, the guests of Mr. and Mrs. Watson Harris.

The members of the school faculty are planning to attend the State Teachers' meeting in Raleigh. There will be no school Friday.

Sixty-eight members represented the Mountain Park 4-H Club at the Achievement Day in Dobson March 4. Versie Collins was among those who received a medal.

The junior-senior banquet will be held in the school gymnasium March 22.

The junior girls and the senior boys were the winners in the school basketball tournament sponsored by the school last week.

Mrs. Clyde Harris has returned from a two weeks' visit in West Jefferson.

The second year French class went to Valdese Sunday, March 10th, where they heard a French sermon. They visited places of interest enroute, including North Wilkesboro, Lenoir, Morganton, Boone, Blowing Rock and Roaring Gap. Those making the trip were Doris Snow, Alice Thompson, Pauline Cockerham, Emma Jane Linville, Annie Laurie Johnson, Ruth Nixon, Mrs. Gertrude Whitehead and Mr. J. S. Gentry.

### Pleasant Ridge

Rev. Frank Peeler of Taylorsville, will fill his regular appointment here Sunday afternoon. The public is cordially invited to attend.

The Woman's Missionary Society will meet tonight (Thursday) at the home of Mrs. Bryan Carter. Miss Lois Carter will be in charge of the program. Everyone is invited to attend.

Our Sunday school is steadily climbing back to the average attendance. We had a total of 112 present Sunday.

Mr. and Mrs. Ledford Tucker and Mrs. Luther Luffman spent Saturday afternoon in Winston-Salem.

Mr. and Mrs. B. W. Carter and sons, Alex and Fred, spent Sunday afternoon in Arlington, the guests of Mrs. John Rose.

Miss Jean Luffman of State Road, was the dinner guest of Miss Hilda Gay Luffman Sunday.

Misses Emma Harris and Mary Lee Bauguess were the guests of Mrs. Luther Walsh, of State Road, Sunday.

Mr. and Mrs. Joe Royall of Elkin, were the guests of Mr. and Mrs. L. C. Luffman Sunday.

Mr. D. N. Martin is expected to arrive here soon from California. He has been spending the winter months with his son, Carl Martin, at Temple City, Cal.

Miss Estella Carter of State Road, was the week-end guest of her sister, Mrs. Homer Carter.

Mr. and Mrs. John Lane and family of Pilot Mountain, were visitors in this community Sunday.

Mr. and Mrs. V. W. Luffman attended the Meeting of the New Testament, held at Rock Creek Baptist church Sunday March 10. Mrs. Luffman made a 15-minute talk on the W. M. U.

### BENHAM

Mr. and Mrs. Clozier McCann, of Elkin, were the Sunday guests of Mrs. McCann's sister, Mrs. Nate Gentry, and Mr. Gentry.

Mr. and Mrs. Mason Cooper, of Winston-Salem, were the guests of Mr. C. A. Ross and family Saturday.

Mrs. Verda Holcomb, of Austin community, was the guest of her sister, Mrs. Worth Phillips, and Mr. Phillips, last Wednesday.

We have on the sick list this week Mrs. Mary Jane Phillips, Mr. Clifton Smith and Mrs. Tom Hanks.

Mr. and Mrs. Paul Gentry and little son, Jimmie Lee, were the week-end guests of Mrs. Gentry's parents, Mr. and Mrs. Pless Snow, of State Road.

Mr. and Mrs. Ernest Durham, of Ronda, were the Sunday guests of Mr. and Mrs. Claude Durham and family.

Mr. and Mrs. Charlie Cockerham, of Roaring River, accom-

panied by Mr. and Mrs. Dixie Graham, of Elkin, were the Sunday guests of Mr. and Mrs. Clifton Smith and family.

### CYCLE

(Deferred from last week)

Mrs. Riley Ashburn is spending this week in Winston-Salem, visiting friends and relatives.

Miss Vernon VanHoy of Winston-Salem, spent the week-end with Mr. and Mrs. Hugh Howard.

Among the sick of this community are: Mrs. M. C. Dobbins, Mrs. B. B. Castevens, and Mr. Julian Collins. Friends wish for them a speedy recovery.

Mr. Sherman Whitlock is able to be out again, after having been confined to his home with flu, his friends will be glad to know.

Mr. Spencer Howard of Winston-Salem, spent the week-end with his mother, Mrs. Lizzie Howard.

Castor oil is used as a food in China.

### NOTICE OF SALE

Under and by virtue of power conferred upon the undersigned Trustee in a Deed of Trust executed August 5, 1932 by Mount Airy Overall Co. recorded in Book 126, Page 42, I will offer for sale and sell to the highest bidder for cash at the Court House Door in Dobson, N. C., on Friday, March 15, 1940 at 12 o'clock noon, the following described lands, to-wit:

A certain tract of land lying and being in Surry County, North Carolina, Mount Airy township, and more particularly described as follows: Adjoining the lands of Emmett Collins, Jim Arthur Hagan, and bounded as follows: viz: Beginning at the North intersection of streets and runs with West side of Junction Street, North four degrees East 85 feet to a stone; thence with Collins' line North (87) degrees West one hundred and eighty feet to a stone and Hagan's corner; thence with Hagan's line South four degrees West 85 feet to a street; thence with said thirty foot street (87) degrees East 185 feet to the beginning. (For further reference see deed from The West-Hill Company, a corporation, and others to Mount Airy Overall Company dated December 17, 1930, and recorded in Surry County Records at Dobson, North Carolina in Book of Deeds No. 116 at page No. 487.) This February 14, 1940.

FRED FOLGER, Trustee.



## Don't Say Bread— Say Holsum

### JEWELRY

## GIFTS for EASTER BRIDES

Of course you will want to give an appropriate gift to the Easter Bride. You'll find we have the very gift she will appreciate and treasure. Come in and select her gift today.

### YOUR DIAMONDS

will gain new life, new beauty, and charm when mounted in one of these lovely rings.

Genuine "Orange Blossom" ENGAGEMENT AND WEDDING RINGS BY TRAUB

## W. M. WALL, Jeweler

CREDIT AT CASH PRICES

Phone 56 Elkin, N. C.

### SENSATIONAL SALE!

## SAMARK AND SCATTER RUGS

Chinese and Persian Replicas  
Unexcelled for Quality and Beauty

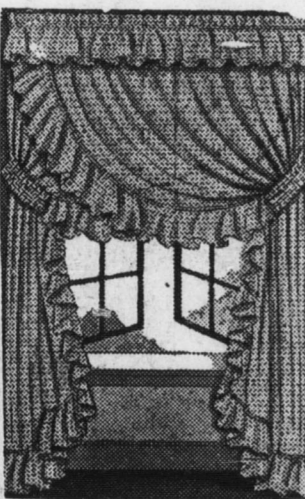
Size 21" x 34" Regular \$1.59 Value  
Size 24" x 48" Regular \$2.48 Value

# \$1.19 \$1.98

A triumph of Oriental beauty and design these imported scatter rugs—in colors and patterns you'll simply want several of—Adds beauty and color to that vacant spot—(Larger sizes may be secured by special order.)

(First Floor)

### Beauty and Refreshment



### For Your Home In Our New SPRING CURTAINS

\$1.00 - \$1.98  
\$2.98 - \$3.95

The new refreshing beauty of these tailored and ruffle curtains will please every home lover, sizes for single to triple windows—Qualities you can rely on to stand washing beautifully—Let us assist you in the correct and most beautiful treatment for your windows—Prepare your home now for Easter visitors.

Red Label  
Pepperell Sheets  
81 x 99 ..... 97c  
81 x 108 ..... \$1.10  
Pillow Cases ..... 25c

## Sydnor-Spainhour

ELKIN, N. C.

First Floor

### MAKE YOUR OWN RECORDS

THAT QUARTET OF YOURS...

THE BABY'S FIRST WORD.

THAT STORY BILL ALWAYS TELLS...

THAT FUNNY JOE DOAKES on the RADIO.

THE NEW WILCOX-GAY RECORDING DOES IT! SEE IT AT...

EAGLE FURNITURE CO. Elkin, N. C.

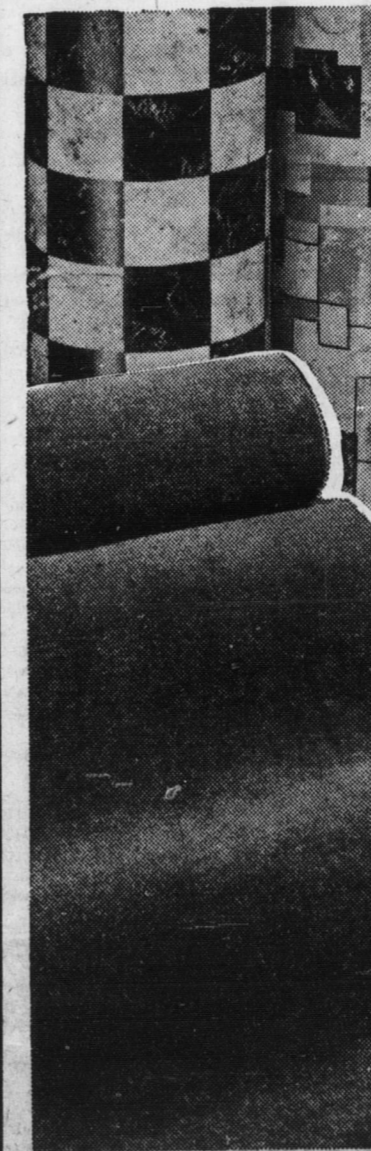
EAGLE FURNITURE CO. Elkin, N. C.

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# Announcement!

We Now Have With Us Mr. Hugh Atkins, An Expert Carpet and Linoleum Man, who was formerly with



one of the leading furniture stores in North Carolina for a number of years. Mr. Atkins is also an expert in the art of properly installing Venetian Blinds and Window Shades.

It has always been our desire to give you the very best service possible in our entire line, and now you may rest assured of a satisfactory job if you call upon our expert carpet and linoleum man, who has had many years of training and experience in the art. Whether it's carpet or linoleum, you may expect results that have a "tailored" appearance, regardless of the size or shape of your rooms. We also offer expert Venetian blind and shade installation service. We will be glad to have you call on us for your every need in this line—with satisfaction guaranteed.

## HAYES AND SPEAS

FINE FURNITURE  
Phone 70 — Elkin