

Dale Carnegie

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



COURAGE

A few years ago, General John J. Pershing, who commanded our armies in France, traveled half across the United States to sit at the bedside of a man who had not walked in fourteen years. His name is E. Wade Patrick, and he lives in Brookfield, Missouri. Wade Patrick's legs are so atrophied that you could plunge a hatpin into them and he wouldn't feel it.

Why did General Pershing travel fifteen hundred miles to see this cripple? Because he considered this man a striking ex-

ample of courage. And courage is a quality the old General likes.

During the war, E. Wade Patrick was a ground mechanic in an aviation factory. There was an accident in the plant, and when it was over, he had to walk on crutches. But he got worse, and had to get around in a wheelchair. His condition continued to grow worse. He had to go to bed with paralyzed and atrophied legs.

Did he give up and say, "Oh, what's the use? I'm a cripple. I can't do anything." No indeed he didn't. He had courage.

He started a business right there in bed! He had a frame built over his bed so that he could suspend a typewriter from it. He had special rigging put on the wall and a telephone fastened to it. He had a buzzer system put in, which communicated with

Boys Will Be—Girls



BOSTON, Mass. . . . These pretty "maids," posing so coyly during American Legion convention festivities in Boston, are members of the "40 and 8" from Baltimore, Md. They wore their girlish names on the seat of their panties. Left to right: Harry Wirtz, Joseph Dahlem, C. R. Gillis and Joseph Barnes.

every room in the house. He was ready to go into business!

He hired a salesman and sent him out to sell radios. He directed the salesman by telephone. He wrote to radio cabinet manufacturing companies and became the representative in his town for one of them.

He wrote pamphlets and advertising literature and mailed them to prospects.

He did so well with radio that he decided to expand. Think of that! Starting to expand a business in bed. He added ironing machines, washing machines, electric ironing machines, vacuum sweepers. He had to put on another salesman. And another. And now—right this minute—he has five salesmen. He directs them by telephone. They call him twice a day, and he tells them what to do and where to go.

And not once has he let a salesman make a sale because his boss was a cripple. No, indeed. Very few of the people who buy know that the head man is confined to a bed.

Has he succeeded? A man with spirit and courage like that will almost never fail! I have a letter from him in which he tells me that his bed-conducted business was \$32,000.

And so I say, "Hats off to E. Wade Patrick!" Can you read about him without feeling a little more courageous? I can't. No wonder General Pershing went to see him as a fine example of what a soldier admires most.

sion of the Brier Creek association held at Cranberry church last Thursday and Friday.

Mr. and Mrs. Charles T. Jones moved to their home at Arlington last week.

Mrs. Thomas Myers and her little daughter and son, of Mullins, S. C., spent last week visiting her mother and family, Mrs. R. G. Myers, near here. Mr. Myers came for the week-end and accompanied them home.

D. S. Gilliam, with the Yadin Valley quartet, sang in the service at the Methodist church at Jonesville last Sunday morning and at the Baptist church at Pomona in the afternoon and evening, near Greensboro.

Mr. and Mrs. Martin P. Green and children, Gladys, Mary Ann and Jack, Mrs. J. B. Green, Mr. and Mrs. T. N. Green visited a while last Sunday afternoon with the former Mrs. Green's parents, Mr. and Mrs. J. W. Durham, at Swan Creek.

Miss Mary Lou Mathis spent last week-end visiting her sister, Mrs. Felix Swaim, at Cycle.

Mrs. W. H. Jones and son, Eugene, attended services at Swan Creek last Sunday morning and were the dinner guests of Mrs. W. T. Myers and Mr. and Mrs. Clyde Phillips. Other Osborne accompanied them and visited his friend and former schoolmate, Carl Durham. They also visited a while with Mr. and Mrs. David R. Gilliam.

We are glad to note that Roscoe Triplette is improving from an injury he received from a fall several days ago.

Mr. and Mrs. J. T. Triplette, with the babies, Ethel and Estel, spent last Sunday afternoon visiting her brother and family, Mr. D. R. Gilliam, at their home on the Swan Creek road.

Miss Pauline Pardue, who holds a position in North Wilkesboro, spent last week-end here with her parents, Mr. and Mrs. G. F. Pardue.

UNAFFECTED

Despite the European war and the national defense program, living costs in the United States are unlikely to increase by more than 2 to 5 per cent. before spring.

We Congratulate W. M. WALL

UPON THEIR

Beautiful, Modern New Store

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SATURDAY, NOTICE THE

Attractive Floor

OF MODERN

Asphalt Tile

INSTALLED BY US

This Long Wearing Type of Floor May Be Obtained in
Choice of Colors and Patterns

Hayes & Speas

ELKIN, N. C.

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NOTARY PUBLIC
Building & Loan Office
Main Street

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JEWELERS

for a store beautifully designed
and artistically realized

Its exterior is a promise of beautiful things within. Its interior is a fit setting for the treasures it contains.

The flash of gems, the glint of silver, the glow of gold, are enhanced by the perfect background.

Our felicitations to the people of Elkin on having a jewelry store so thoroughly in keeping with the modern mode.

Holmes & Edwards Sterling Inlaid

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SILVER COMPANY
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IN THIS MODERN STORE WERE
BUILT AND INSTALLED BY US

"Morrison Fixtures By Morrison
Brothers"

Morrison Manufacturing Company

Bank, Office and Store Fixtures
STATESVILLE, N. C.

BETHEL

Rev. and Mrs. Johnnie Weatherman and their grandmother, of State Road, were visitors at Sunday school here at Bethel last Sunday and were the guests of the former's mother, Mrs. W. L. Weatherman, and his sister and family, Mrs. J. F. Mathis. Mrs. Weatherman is confined to her bed with illness, we are sorry to note. Several other relatives and friends have called to visit her.

Messrs. D. J. Melton, Nelson Caudill and W. T. Morrison, Messrs. D. S. Gilliam and W. H. Jones all attended the 119th ses-

THE LYRIC

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FLUORESCENT LIGHTING WILL TRANSFORM
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