

Prof Amick

The Elon College Weekly

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And Elon College, N. C.

NO. 23

Almost \$400 Now.

Two or three more weeks of hope and a little more of the some sort of effort on the part of our faithful committee, and I believe that we will get the Y. M. C. A. Gymnasium.

To those who contributed in any manner, our hearts hold more gratitude than we can express here. My dear fellow student wont you please, try to get your friends to help us. If you can enlist the assistance of five of your friends, we will get the gymnasium, and we wont be long about it. Please give one of the committee, the names of the friends to whom you will write, this week. If you wont write to them yourselves give us their names, and we will write to them. Friends if you have been waiting for a chance to show that you love your College, that chance has come. I'm not sure that you have thought about it, but I submit that the strength of the Church at large in measured by the condition in which your college is found from time to time. By helping us get the gymnasium you help to remove a serious objection which students have often offered, when approached about coming to Elon. "You are behind in athletics." This is the only real objection that any person can offer against coming here. Will you help us to remove it?

Reported last week.	\$350.00
The Philologist Society	25.00
Holt Cates Co.	5.00
Pate Printing Co.	5.00
J. W. Clendenin	3.00
W. L. Wells	2.00
R. J. Your	1.00
O. D. Paythress	1.00
R. A. Truitt	1.00
E. B. Isley	1.00
R. L. Rudd,	1.00

E. T. Hines,
Chm'n. Committee.

A Campaign Argument.

A story that has done service in political campaigns to illustrate supposed dilemmas of the opposition will likely be revived in the approaching political "heated term."

Away back, when herds of buffalo grazed along the foothills of the Western mountains, two hardy prospectors fell in with a bull bison that seemed to have been separated from his kind and run amuck. One of the prospectors took to the branches of a tree and the other dived into a cave. The buffalo bellowed at the entrance to the cavern and then turned toward the tree. Out came the man from the cave, and the buffalo took after him again. The man made another dive for the hole. After this had been repeated several times, the man in the tree called to his comrade, who was trembling at the mouth of the cavern:

"Stay in the cave, you idiot!"

"You don't know nothing about this hole," bawled the other. "There's a bear in it!"—Everybody's.

How To Sell Goods.

As the subject comes to our minds the first thought is the merchant, grocer, hardware, or drygoodsman. Let us look at the subject from a different standpoint.

I would say in the beginning that preparation is the first essential. In our progressing age-at the dawn of the twentieth century men are wanted who are fully equipped and prepared for the duties and responsibilities that will be laid upon them as they travel over the road of life. So preparation is the first step. It makes no difference what vocation you expect to follow: if a farmer go to an agricultural college, if a banker or merchant go to a business college, if a machinist go to a mechanical school, if a lawyer go to a law school, if a minister go to a theological seminary, and here specialize for your vocation.

The best prepared man in his or her community is the one who will lead the community in that particular vocation in which he is prepared. Are you going to be the one who will lead your country? Generally speaking every one is selling goods. The farmer raises his grain, and sells it on the market; the banker sells his time and talent to the people with whom he transacts business. The grocer man sells his groceries, the dry goods man sells his clothing, the mechanic sells his manufactured product. The lawyer sells his time to his country and citizens thereof. The minister sells his time to the children of God, to aid them in saving souls that are perishing. In like manner, every man and woman is successfully selling goods. In order to sell and to know how to sell goods not only to yourself but to others as well, we need to learn the principles upon which the selling is based.

A few things we must avoid. One of the most important is dishonesty. Banks and large business firms are failing every day on account of some dishonest friend or stockholder. When the temptation came he could not resist, he yielded, he proved dishonest, untruthful, disloyal, unfaithful to his fellow men. Confidence cannot be placed in him. He is shut out of the business world, his opportunities are closed. Why? He was dishonest, in other words he did not use the right methods in selling his goods.

We must daily keep in mind honesty, earnestness and purity. Do you recall the success of the "rail splitter"? One evening, after he had finished his day's work, he walked six miles to pay an old lady her rightful change. How many do this today? Still he became President of the United States. Why? He sold the goods on the right principles.

Ministers, are you selling the goods that the children of God are expecting you to sell? It will pay you to sell pure, honest goods. Think high, lofty thoughts and use your influence to banish from humanity that which will degrade and defraud your fellow men.

A. L. Hook.

Miss May Howard and Miss Olivia Lester, and Mr. M. C. Auman went to the Greensboro Fair last Thursday.

LOCALS AND PERSONALS.

Prof. Harper went to Greensboro, Saturday, to make purchases for West Dormitory.

Rev. L. E. Smith, from Graham, spent last Tuesday here.

Miss Sallie McCauley spent several days last week with her brother, Mr. W. M. McCauley, in Greensboro.

Rev. C. O. DuRant who has been confined to his room for several days, is able to be up.

Miss Clements spent Saturday and Sunday at her home in Morrisville.

Miss Annie Bagwell left Friday to spend a few days at her home in Durham.

Miss Grace Rollings went to Greensboro Saturday, to have her eyes treated.

Miss Mary Parks left Friday to spend a few days at her home at Ramseur.

Misses Pitt and Bryan went to Greensboro Saturday, shopping.

Misses Lila and Blanche Newman spent Sunday with Miss Helen Simmons, in Graham.

Miss Pearl Foglemen was called to her home in Burlington, Saturday, on account of the death of her grandmother, Mrs. Ingle, which occured Friday night.

Miss Irma Hayworth spent several days last week, in Greensboro with her cousin, Miss Lelia Pitts.

Miss Nannie Farmer, of News Ferry, Va., class of 1910, spent Thursday here, on her way to Laurens, S. C., where she has accepted a position as teacher.

Prof. W. A. Harper delivered an address in Gihsonville Saturday evening, under the auspices of the Betterment Association.

Miss Bryan spent Sunday in Burlington, with Miss Annie Holt.

In the Y. W. C. A. Sunday afternoon, Miss Mabel Farmer led, using as a subject, "Enriching Others."

Mr. O. T. Macon, wife and son, and Miss Goldie Craven, of Ramseur, were guests of Mrs. L. I. Cox, Mrs. Macon's sister, last week.

Rev. Dr. McCulloch, editor of "Our Church Record," Greensboro was a visitor here Saturday.

Sheriff R. N. Cook, on his tax-collecting round was here Saturday. The nominees for the various county offices were with him and made their announcements to the voters present. Mr. J. Elmer Long the Democratic nominee for the Legislature was present also and made a speech.

Professor Hornaday, Mr. Long's opponent was not present on account of an engagement at Friendship where he is principal of the High School.

Mr. and Mrs. J. H. Walker, Burling-

ton R. No. 2, spent Saturday night and Sunday with their daughter, Mrs. W. A. Harper.

Mr. Alfonso Garrison and wife, Burlington R. No. 2 spent Saturday night and Sunday with Mrs. Garrison's brother, Dr. G. S. Watson.

Dr. W. T. Herndon who has been away practicing medicine in Franklin county, but whose household furniture remained at his home here, moved to Durham last week.

Mrs. Mattie Heley and daughter, Miss Clara, of Greensboro spent several days with us. W. L. Smith returning to Greensboro Sunday evening.

In the Y. M. C. A. Saturday evening Mr. W. B. Fuller led, using as a subject, "What are we doing with the talents God has given us?" It was an enthusiastic meeting. The attendance is increasing in the Y. M. C. A. with each meeting.

Mr. J. C. Stuart led the Christian Endeavor Sunday evening. The subject was: "Your amusements: Do they build up or tear down?"

In the Psiphelian Sociiety, Friday evening, those who deserved special mention were Miss Estelle Hurley, a paper, "My first impressions of Elon College"; Miss Viola Frazier, a recitation: Miss Grace Rollings, a piano solo.

In the Philogian society, Friday evening, the best speaker oratorically, was Mr. Kellum. Debate, query, Resolved, "That Strikes and Lockouts are detrimental to the best interest of the United States." Won by the negative. Best speaker on the affirmative, J. C. Rowland. Best speaker on the negative, A. L. Banks.

In the Clio Society Friday evening the best speaker, oratorically, was J. C. Lincoln. Debate: Query; Resolved, That the pardoning power of the several states should be more limited. Won by the affirmative. Best speaker on the affirmative, R. L. Walker. Best speaker on the Negative J. P. Farmer.

Keeping It Quiet.

Small Caroline's home was unfortunately located in a very gossipy neighborhood, and, being an observant child, she had drawn her own conclusions. After an unusually naughty prank, her mother sent her upstairs to confess her sins in prayer.

"Did you tell God all about it?" she was asked on coming down again.

Caroline shook her head decidedly. "Deed I didn't!" she declared. "Why, it would have been all over Heaven in no time!"—Harper's.

A Strange Occurrence.

Little Katherine was biting her fingernails, when her aunt said, "You must not bite your nails; you will get microbes in your mouth, which will make you sick." The child watched her in amazement for a few moments, and said, "Auntie Myra, how did your 'crobes get under my nails?"—Delineator.