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Star Classified Ads Bring
Results
TR M
TH
They are the Little Ads
with the Big Story
STAR CLASSIFIED ADS
now taken by telephone-Call 51 and Ask for Classflfed Department-Phone 51-NOW taken by telepitone!
Help Wanted (1)
(1) For Sale, Miscelianeoua (6)

Fifth of a Series of
"THE MORE YOU TELL
THE MORE YOU' SELL"
Ads. on Classified Advertising

$\left\lvert\, \frac{\text { Business Places }}{\text { FOR RENT-Offices Garrell }} 13-\mathrm{Bulladnn}\right.$.
2RADE WITH
recovery,
All persons indebted to said
will please make immediate paym
This 1st day of March. 1923.
ANNIE C. MeKAY,
Administratrix
sells his house ..
Mr. P. ran this Want Ad in the Star

This Want Ad obviously has no pic-ture-making power. It couldn't con-
jure up a picture of Mr . P.'s house in the minds of prospective buyers, and this is extremely helpful to
quick sale. Mr. P., not receiving good response from the above Want Ad, heeded the slogan, "the more you tell, Want Ad:

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This second Want Ad sold the house. The secret of this Want Ad's success formation to give a person looking for just that kind of house a definili-
picture of one worth his investigating.


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CLASSIFIED ADVERTISING RATES!




