

OUT AND DOWN.

It is easy enough to say Quit your loafing around. Quit your loaning around To some poor nerve lost fellow When he is out and down.

here are some people who smile With false looks upon their face; And are knocking all the while When you are seeking for a place.

Some will help to keep you down For a chance they will give you not; Some will look on with glee When you have fallen to this sad lot.

No friendly slaps upon your back words of cheer get, And if a railroad to your city runs You had better hit the grit, -T. WARREN PRESSON.

Briefs.

Mr. Salesman, success does not depend upon good luck.

Charlotte council sends out 'each week 224 boosters for Charlotte. Advice is about the only thing that and every detail was perfect. The

most folks are willing to give away. Mr. Salesman, notoriety is easily length of time it would require to obtained, but it is never worth the cause death by bleeding from an

Every member of Charlotte council is certainly expected at Saturday's meeting. Mr. Salesman, do your work so well

that you will not have to go and do it over again. Mr. Salesman, look around a little by an attendant) ebbed away and fell and see if you cannot find somewhere with audible splashes into a basin. to improve on your sales.

Mr. Salesman, it is not amies cultivate a little backbone. It will the whispered suggestions of the phycome in handy in an emergency.

Good listeners are almost as rare as good talkers. Listen, brother, to good things, you will profit thereby. All U. C. T. men are expected at the in a single night, etc., all through the special meeting Saturday. Tell them power of suggestion. It is not strange

about the last meeting. It was a that we do not recognize this power Do what you are paid to do, Mr. it in an intelligent, systematic man-Salesman, and then some more. The ner? Every successful salesman uses

"then some more" is what gets your it unconsciously, a few more or less salary raised. Mr. Salesman, keep out of the stock market. It is filled with snares and appearance, your manner, your dress,

pitfalls, and is no place for a travel- your method of approach, etc., all of Big meeting Saturday evening, unfavorable impression which might must fine the first as well have been avoided.

class to cross the hills. Make it a Therefore every point should be point to be present. If some few salesmen would pay the principal work is yet to be done. half as much attention to their own Your line must be presented in such

lines as they do to others, they might get along much better than they do. Mr. Salesman, you came into this active opposition to interest, then to world with nothing but a voice-you desire, and finally to decisive action will go out leaving even your voice— in signing your order. These stages

speak well your piece while you can, should be so familiar to you that you The salesman who does his work in- can recognize them and locate your differently because he thinks he is customer in one of them at any time above his job, proves thereby to me during your selling talk. Study and

Some of our greatest failures come to this part of the work can safely from not being ready to do our work be given by us. No two cases will be when it ought to be done. Let's make handled exactly alike, and besides It a point to be ready in the future, one salesman can seldom use the All it takes is grit.

Is it your desire to protect yourself and family against loss of time, or your family in case of your death state or exaggerate, as that will accumulated excess for the month...
by accident? If so why does not the arouse an aggressive feeling on the accumulated deficiency for year ... order of United Commercial Travel- part of some merchants and they will

Are you a commercial traveler? Do you believe in social advancement, fraternal good fellowship, the elevation of your profession? If so investigate the order of United Commercial Travelers of America. Travelers of America.

Brother, you have made a few be leading and suggestive, one statemistakes in your life. You would not ment fitting into the preceding one be human if you have not. You will so that there shall be no hitch in your certainly make a few more before approach to the climax of a signed you die, that is human. But do not be discouraged so long as you can arguments which you use and classify profit by your errors. The perfect or label them in your mind as being man has not yet appeared.

Saturday's Meeting.

There will be a special meeting for the initiation of candidates in the afternoon at 4 o'clock, at the conclusion of which a supper will be served at the Selwyn at 8:30 p. m., sharp. We hope to have the pleasure of seeing you at both places, but if impossible to take in both, why come to the one that suits you best. You will sary to arouse interest, description, persuasion and argucertainly find these meetings both profitable and entertaining, if you will only attend. Perhaps you will get a pointer on how to increase both explanation, persuasion and arguyour sales the coming year. Come and do your duty, and "boost," if you cannot "boost" please do not of others, appeal to the desire for "knock."

March 21st is the "annual" meeting when you are to elect your offi-cers for the ensuing year. If you do not come and vote for the right man whose fault will it be?

To Members of Charlotte Council: Dear Sir and Brother: The next meeting of Charlotte Council, No. 297, U. C. T., will be held in Odd Fellows' Hall, over Belk Bros.' store, Saturday afternoon, March 7th, at 4 o'clock. BUSINESS OF THE EVENING.

No. 1. Say brother, you have been elected a member in the "get two" club. Now don't get scared, there are no dues and no assessments, the only requirement is that you get two candidates for our big March meeting that will be held at 4 p. m. on the 7th, followed by an oyster supper and smoker at the Seiwyn Hotel at 8:30. We want to land 25

members for this meeting, so get busy and help make the meeting a big success, we now have 224 members to good. Get your two candidates and have them ready for this meet-

No. 3. Say, brother, if you have been a knocker in the past, lay away your hammer and let's all pull together for the upbuilding of old 297, and make her the banner council in this section of the country, with 300 members by April 1st.

AN AID TO SELLING GOODS.

sale—Practical Use Might Be Made of a Potent Power.

5. W. S. Allam in The Sample Case What do you know about "sugges-ion" as a means of selling goods? Ise it ever occurred to you that there a connection between what you suggest" to your customer's mind

connection in every such case.

You can recall many instances where an unfortunate remark made line of division between the various by you or some bystander has thrown stages in the merchant's mind before prospective deal over. If you know he reaches the point of decision, such whist the connection between your a division as that suggested above suggestion and the signed order is and how it is made, you are entitled wants to study his work with a view to the distinction of benig called a to getting the best possible results, Scientific Salesman. If you are using and a judicious use of "suggestion" and do-your-best-and-trust-to-luck-for-results method, you are a Natural in achieving such results.

that if we should meet half a dozen

friends in succession on the street,

each of whom should appear sympa-

thetic and comment upon our sickly

A powerful filustration of the effect

scientific papers a few years ago.

Certain physicians had secured per-

mission to experiment upon a crim-

inal who was condemned to die. They

prepared the operating table in a hos-

pital, had it darkened and placed the subject on the table. Nurses

were at hand to serve the physicians.

experiment was to determine the

of the experiment were purposely dis-

cussed in such a way that the patient

knew what was being done. When all

was ready the patient's arm was

pricked with a pin but no opening

was made. Gradually the life-blood

(cold water squeezed from a sponge

The pulse became feeble, respiration

slower and weaker, all in response to

sicians as they conversed together,

until finally the man was dead, killed

Most of us know of cases of death through fright, hair being made white

There is suggestion in your very

a way us to lead your man through

methods of another to advantage.

able and backed by logical and con-

vincing talk. Everything said should

especially suited for use in one par-

ticular stage, so that you will have no

trouble in bringing the right argument forth for use at the right time. For

example, it would be folly to use a

ment are the proper instruments.

gain, etc.

the third stage, creating "desire,"

ious repetition of the strong points previously made, coupled with strong suggestion to immediate decision and

"Jordan's on the Square."

People will keep buy-

ing Huyler's because it

is the best, so we have

fresh shipments coming

Can we send you a

"WE NEVER CLOSE."

NURSES' REGISTER

in all the time.

box to-day?

We Can't

During "closing," a judic-

Help It

The details

suggestion" was given in the

very thing was done.

opening of given size.

by suggestion.

consciously.

closely guarded.

While many natural salesmen have Too Fat For Cell, Serves Time in such a keen intuition and judgment Corridor Hartford, Conn., Dispatch to of human nature that they uncon-York World. sciously select the right arguments in

best results.

"Dan" Wadsworth, the most subthe majority of cases, better results could doubtless be secured through stantial citizen in Connecticut, is in a study of the influences which are jail for 60 days, and the possibilities most potent in getting orders signed. are alarming. It is said that most of us are so "Dan" weighs 410 pounds, and the susceptible to suggestion from others

ordinary fail cells do not fit him any more than Willie's knickerbockers fit father. The failers have one extra large cell, built for two, and

While there may not be any stron

"Dan" felt crowded in it.
"I am a great eater," he said, surappearance, we would be ready to go home and call the doctor. We can veying the cell. "You know what also recall instances where some one happened to the small boy who ate has been dautioned not to do a cer-tain thing with the result that that and busted. When I get to eating something will happen to your durned jail. There'll be a jail deliv-

The possibilities appealed to jailers. They decided that was not for the cell, and they have given him permission to sleep in the corridor, It is roomy, but anybody who wants to pass him must crowd against the wall. "My mother, when I was a boy," said "Dan," "always told me I would

never be in a ceM. S'help me, I will never disappoint my dear mother."

Wadsworth was sentenced for selling liquor illegally.

It Must Have Been,

"Ah, yes," said Senator Smugg, as he interlaced his claws in a self-sat-isfied way in front of his corporosity. "I got my start in life by clerking in humble grocery store at a salary of \$3 per week, and managed to save "But," replied the astute reporter, "that, of course, was before registers were invented."

THE WEATHER.

Washington, March 1.-Forecast Monday and Tuesday:

Virginia, fair Monday except showers and warmer in north portion; Tuesday fair, slightly colder in west portion; North and South Carolina, fair Monday

and Tuesday; slightly colder Tuesday in west portion; fresh south winds. East Florida, Georgia and West Florida, fair Monday and Tuesday; light te fresh south winds. rain and colder Monday

Tuesday fair. which go to give your customer an Alabama and Mississippi, fair Monday except showers and colder in north portion; Tuesday fair, light to fresh south Louisiana, fair Monday and Tuesday

dightly colder Monday in north portion; light south winds. East Texas, fair Monday, colder is north portion; fresh south winds on the coust; Tuesday fair. successive stages from indifference or Arkansus, fair and colder Monday; Tuesday fair.

West Texas, fair Monday, colder in north portion; Tuesday fair. Kentucky, fair and colder Monday; Tuesday fair. West Virginia, showers Monday, colder ministrators, court officers, etc. in west portion; Tuesday fair.

servation will enable you to do this. although no specific directions, as LOCAL OFFICE U. S. WEATHER BUREAU. Charlotte, March 1.-Sunrise 6:52 a. m. sunset 6:19 p. m.

TEMPERATURE (in degrees). Your "suggestions" and statements will be all important. Do not over-

PRECIPITATION (in inches),

Pauline Elastic Bookcases

Don't

Nay! Nay!

Stretch But they do everything else that you would want a bookease to do. You can use them for window seats (see our south window), build them up any height, under stairways, around posts, back to back, on

der table. You can get them in any finish and practically any size and at prices to suit any pocketbook. We carry them in stock.

top of your desk or un-

Call or write for catalogue, or 'phone for salesman.

Stone & Barringer Co.

Exclusive Agents

Globe-Wernicke Co. Products.

act in signing your order? illustration as to the benefits to be WANTS TO BE RENOMINATED.

Editor Ridder Says This of President After Leaving the White House. Washington Special, 29th uit., to Baltimore News. Hermann Ridder, the New York

editor and publisher, was at the White House this morning, and after a talk with the President came out and announced it as his opinion that the President wanted to be renominated. "The opposing candidates for the

presidency," said Mr. Ridder, in response to a question, "will be Roose velt and Bryan." makes you think Mr. "What

Roosevelt will be renominated?"
"It is plain enough that he will be amed at Chicago," he replied. thermore, Mr. Roosevelt wants to be renominated."

A few weeks ago much amusement was created in New York by the report sent from Washington that the President had referred to Mr. Ridder as the "limburger envoy." Ridder asked if the President had been correctly reported, and got a denial. 'How about that "limburger-envoy

story?" he was asked to-day.
"I can state unofficially" was the cautious reply, "that it is not true." Old Jones Need Not Despair. Durham Herald.

As long as the politicians have to to with making the laws it is going to be possible to get it. want to regulate us but they are not going to cut off all sources of supply

Water Power For Sale

We offer for sals in Rutheford Co., N. C., on Cove creek, left-hand prong Broad river, water power sufficient to pull ten thousand spindle mill, including 155 acres ine timber land, about six or seven miles west of Gilkey, N. C., on So. Rwy., between Blacksburg and Marion.

The stream has an average width of sixty-five feet and 15 inches deep and makes one natural leap of about thirty-four feet. The hills come down close together on each side, making cost of together on each side, making cost of dam low and an abundance of stone on the ground. The power has been meas-ured by one of the best Hydraulic En-gineers in the South. Report on file in

our office.

If you contemplate building a mill, believe we have a proposition that will interest you, where you can get cheap
power, an abundance of satisfied help,
and the cost of construction be reduced SOUTHERN SECURITIES & TRUST COMPANY,

15 S. College St., Charlotte, N. C. | Piedmont Bldg.

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at Kenny's Coffee and Tea Store. Have you tried Kenny's "Special" blend of Coffee at 25c? It pleases all the people all the time. It is fresh, it is strong, it is pure. That's Kenny's "Special" every time. Just the drink for a connoisseur.

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438 acres in Guilford county, containing one small dwelling and outbuildings, three-quar-ers of a million feet of Pine Timber and a large amount of Oak Timber. Good. lands. Price \$5,000; easy terms. NORTH CAROLINA

TRUST COMPANY, Greensboro, N. C. A. W. McAlister, Pres. Robt. J. Mebane, Sec.-Treas.

Yes, very easy terms, about a dozen years,

and an agreeable price on

DILWORTH'S

choicest lot (100x200 ft.) For where, why, how, ask

F. D. ALEXANDER



over our latest statement issued under oath, You will find it interesting reading and the facts therein contained will prove of value to you and give you an idea as to the strength and solidity of this banking institu-

It is a growing, active, progressive and up-to-date bank and all accounts are carefully taken care of.

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43 N. Tryon.

Wood Fibre Wall Plaster, THE BUILDERS FRIEND Freezing does not hurt; natural shrinkage will not crack it; water does not make it fall off; hard as stone. Write for booklet.

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arrange terms. One block graded school.

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... 240,000.00 Assets 1,900,000.00 Your business respectfully solicited.

Every courtesy and accommodation extended consistent with sound banking.

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United States Government State of North Carolina County of Mecklenburg and City of Charlotte.

We would also like to be your depositary. GEO. E. WILSON, President. JNO. B. ROSS, Vice President W. C. WILKINSON, Cashler.

just make a start and determine to save something each week or month. The result will surprise you. Why not earn 4 per cent. on

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8-room	house.	E. Mo	rehead	, m	oder	n	 		**			\$37.50
8-room	house,	Tenth	Aven	ue,	mod	ern.	 	**		 		37.50
6-room	house,	North	McD	owe	II St		 		**	 		18.00
5-room	house,	203 E	. Oak	Bt.,	mo	dern	 			 		15.00
4-room	house,	202 E	. Hill	St			 			 		7.00
4-room	house,	304 E	. Hill	St			 			 		8.00
4-room	house.	Villa	Heigh	ts						 	2.0	7.00
3-room												1.50
4-room												

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of progressive enterprises on the assurance of granting every accommodation consistent with safe banking.

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is now on and we are having numerous inquiries for our choice lots at

Is now on and we are having numerous inquiries for our choice lots at
Piedmont at \$600, \$750, \$850, \$950, \$1,000.
Wilmoore at \$400, \$500, \$600, \$700.
Hill Crest at \$500, \$600, \$800, \$1,000.
Colonial Heights \$850, \$1,000.
We also offer a few of the best remaining lots at Elizabeth and Dilworth, as well as city lots in several good locations for home, for investment or for manufacturing. Very easy terms of payment or liberal discount for cash.

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