Are You 21 Years Old?

The Progressive Farmer is Twenty-One Years Old This Week, and if You Are Younger Than the Paper, Whether Boy or Girl, Young Man or Young Woman, Then This Letter is Intended for You.

Are you 21 years old?

Now, I don't mean to embarrass any of the young ladies—but we don't believe it will embarrass them because our observation is that they don't mind telling their age until after they pass the 21 stage.

But that is neither here nor there. We want our question answered.

Are you 21 years old?

You are not? Well, if you are not, then this letter is intended especially for you, whether you are boy or girl, young man or young woman.

You see we **are** 21 years old. The Progressive Farmer has a birthday this week and that is its age—twenty-one.

And now we have decided, dear young friends, that on reaching this stage of its career, The Progressive Farmer must have a celebration worthy of its record, and we want every member of The Progressive Farmer Family to help.

Thirty thousand subscribers—that is the goal of the campaign we have now decided to make in celebration of our coming of age, and we have decided to spend money enough and offer premiums and prizes liberal enough to leave no doubt of success.

And in winning this success, moreover, we are counting heavily on the help of our boys and girls, our young men and young women, who are younger than the paper. We especially want you to bestir yourself in our behalf, and we have hit upon a plan that will certainly arouse you to action.

It will interest you because it will pay you—and pay you handsomely.

The trouble is that we are dead bent on getting 30,000 subscribers for the old Progressive Farmer, and are willing to sink a thousand dollars to get them right away.

So we are offering the most liberal subscription commissions you ever heard of—just how liberal I cannot tell you here, but I have written a letter to your father telling all about it, and asking him to get your help.

Nor do we stop with the commission—although that is big pay, and will enable you to make good money—but we go further:

Every working day for the thirty days from February 14th to March 16th we are going to give a cash prize of $1 for the largest amount in new subscriptions received that day from anybody younger than the Progressive Farmer—that is to say, under 21 years old.

It may be one subscriber, two subscribers, three subscribers, or a dozen: you will get your full cash commission on all you send, and in addition, another cash prize of $1 if your collection is the largest of the day sent by any one under 21.

That is all—that's the whole story, and now we want our young people to rally to us and carry the old Progressive Farmer to 30,000.

Our young women—we are counting especially on their help, and the liberal commissions we offer will enable them to make not a little pin money.

And our school-boys and school-girls—the same liberal offer is open to them. Let them find out from their schoolmates what farmers are not subscribers and make a clean sweep.

And our older farmer boys—let everybody help. Any boy or girl, young man or young woman, can make good money by canvassing for new subscriptions these next 30 days—new subscriptions, remember, for we mean subscriptions from persons not now taking the paper, and no commission can be allowed on orders from families that already get it.

But we have talked enough—here's a blank all ready, see the letter we have sent your father, find out what neighbors are not taking the paper, get to work, send us a club, make your commission, and win a prize. **We count on your help.**

P. O. .....State.....Date....., 1907.

Publishers Progressive Farmer: -Enclosed please find $..... on payment for the following **new** subscriptions to The Progressive Farmer after deducting commission you offered. I am younger than the paper, having been born after February 10, 1886, and you are to send me an extra cash prize of $1 if this list is the largest you receive on the day it reaches you from anyone under 21.

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