



# The Four-Leaf Clover of Your Good Fortune Is Growing on The Prospect Road!

## The Glory of The Upward Path!

Two paths begin at the bottom of the hill of life. One of them winds about the base through years of routine and drudgery. Now and then it rises over a knoll representing a little higher plane of living made possible by hard earned progress; but its route is slow and difficult and burdened with monotony.

The other mounts slowly at first but rapidly afterwards, into positions where the rewards are comfort, freedom from care and affluence.

Let us glance for a moment at what men say who are in the right path, men who late in life found the fortunate path.

Warning words to youth, they are but full of hope and happiness to young men who think, bulletins of progress on the upward path.

*Here is one from the beautiful city of Charlotte. Mr. F. C. Abbott, of that city, writes: "We bought a ten-acre tract just two miles from the city on the Providence road for \$2,800. A few years later we sold it for \$10,000, and about two years later the purchaser sold it for \$20,000, and then the last purchaser has sold off about \$60,000 in building lots." Continuing Mr. Abbott writes, "Twenty-two years ago we offered for sale a tract of land 2 1/4 miles from the center of Charlotte at \$40 per acre. This property is the Myers Park of the present day, retailing at \$6,000 to \$10,000 per acre. It is practically as true as a law of nature that as population of a city increases real estate values will grow."*

Here's a hint from North Carolina's largest city, Winston-Salem. Mr. S. A. Ogburn, of that city, related last week:

*"In the earlier days of Winston I purchased 250 acres of land 3 miles from the courthouse, for less than \$1,000. During the past two years I have had sold from this tract over \$29,000 worth of lots and still have two-thirds of my original purchase left."*

*Mr. David Wright, of High Point, relates that when rabbit hunting was good any where north of the Sheraton hotel he made wooden barrels by hand for the shipment north of dried fruit. Upon one occasion he was offered 120 acres of land just north of the old Pickett tobacco factory for 50 of these wooden barrels, or about \$150 in money. Today that same land now known as Sheraton Hill, Parkway, Roland Park, Emory park, and North Main street, would bring in the neighborhood of one million dollars for the actual land itself.*

*Mr. E. W. Freeze, of High Point, says: "In the summer of 1916 I purchased about 50 acres of land fronting the Greensboro road two miles out for \$150 per acre. I sold at a profit the same year, but imagine how I feel when I am told by thoroughly reliable real estate men that it is now worth and selling at from \$1,000 to \$1,500 per acre."*

*Four years ago Mr. T. F. Wynn bought 110 acres of land four miles from High Point for \$6,000. Last month he sold this same tract for \$25,000.*

Whole volumes could be filled with illustrations of this sort. Thousands of them are open records in the register of deeds office at Greensboro.

To travel the upward path to what the world terms success a man must do more than work and save. He must invest and re-invest his surplus savings. 4 per cent and safety will just about pay your funeral expenses.

*It is said that if Adam had sawed wood for a dollar a day and Eve had taken in washings and paid all the expenses, and if Adam and Eve had lived from the beginning of the world until now, they would have but a little more than a million dollars at the present time.*

Read what men have said who have reached the heights and received the reward which lie at the end of the upward path:

*John Jacob Astor said: "Buy on the fringe of the city and wait."*

*Theodore Roosevelt said: "Every person who invests in well selected real estate in the suburbs of a growing city adopts the surest and safest method of becoming independent for real estate is the basis of all wealth."*

*William Jennings Bryan said: "Real estate is the best investment for small savings. More money is made from the rise in real estate values than from all other causes combined."*

*Andrew Carnegie said: "Young woman or young man buy some suburban realty and hold on to it; it is the surest investment since civilization."*

*Russell Sage said: "Buying lots in outlying districts, paying a small sum each week; await developments, follow your vacation and in the end other people have made money for you."*

*George Westinghouse said: "Five thousand Americans are worth a million each, because they invested their savings in new things."*

*E. H. Harriman: "It is the keen-brained man who invests at the start of an enterprise or a real estate development who makes all the money. The stragglers who come in later are the men who help him make it."*

*Grover Cleveland said: "No investment on earth is so safe, so certain to enrich its owner as undeveloped realty. There is no such savings bank anywhere."*

The slow, steady growth of suburban farm land, increasing every year in value while yielding an income from its soil, has been the foundation of practically every large fortune in America.

Young men—young women—turn these things over in your mind—THEN ACT.

*Will You Pluck It  
at The*

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