

CLUB MEMBERS, READ EVERY WORD OF FINAL INSTRUCTIONS

Read Carefully the Instructions About Reporting "SECOND PAYMENTS"

EXTENSIONS IMPORTANT

The attention of all club members is called to the importance of SECOND PAYMENTS or EXTENSIONS. This means, second payment on any subscription secured by any club member earlier in the campaign. One club member can get the SECOND PAYMENT on a subscription given another club member as well as a second payment on subscriptions secured themselves.

In the announcement of the Salesmanship Club Campaign, the Extensions were announced under, "HOW CREDITS ARE SECURED."

The importance of these extensions cannot be stated too plainly, and every club member is urged to get in every extension possible these days of the exciting race. Just one extension NOW is liable to turn the tide and register the difference between an automobile and fifty dollars in gold.

A second payment or extension counts big now, and every effort should be made to secure them. Just show grit and determination to secure them and your friends will respond—they want you to win one of the prizes, but unless you show self interest in your own race, how can you expect your friends to show interest and become active for you. They won't do it—that's all.

In reporting extensions on your report sheet, show under the line of subscribers as follows:

Second Payment—FIRST PAYMENT (DATE) for (AMOUNT). And when you secure a "second payment" from a subscriber who gives his first subscription to another club member mark your report under the subscriber's name this way:

SECOND PAYMENT—FIRST PAYMENT TO MISS OR MRS. SO AND SO, SHOWING THE AMOUNT OF FIRST PAYMENT AND DATE IF POSSIBLE TO DO SO.

A subscription given during the first period will always earn first period schedule of credits. A subscription given during the first period for eight months and extended for four months gives you 7,000 credits—making the full 12,000 for one year's subscription, or the same as if the entire amount had been collected from the subscriber on the initial payment. A subscription given during the first period for one year and extended for another year will give you 18,000 credits making the full total of one two year's subscription. A subscription given during the first period for one year and extended for five years will give you 348,000 credits.

In order to secure these extension credits it is absolutely necessary for club members to report them as outlined above, as every second payment is checked and verified against the initial payment before the credit ballots are issued. Extensions from four months to one year—one to two years—one to three years—one to four years, or one to five years will be looked up on the original reports and when found correct extension credits will be allowed.

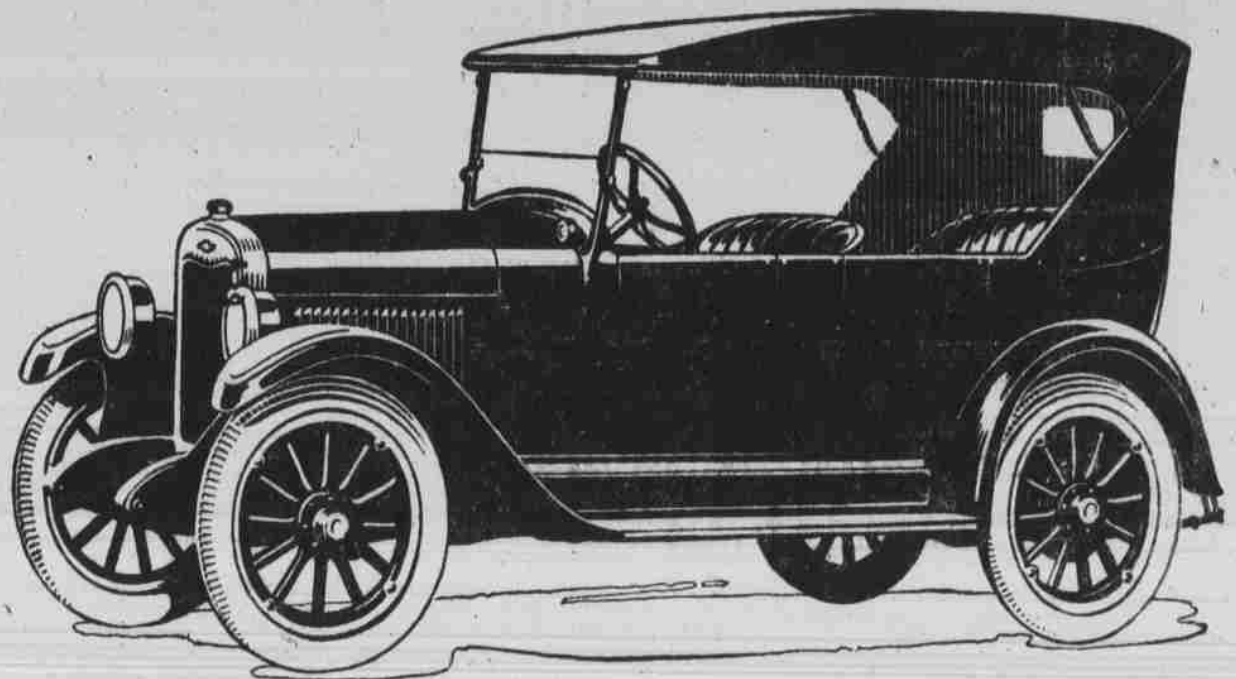
This is an exceedingly important feature and you should explain it thoroughly to your friends who have already given you a subscription—explain the tremendous voting power of extensions to them and ask them to extend their subscription for at least another year or two. Work for extensions just as religiously as you would put out fire if your home was burning—just as steadily as you would build up your own fortune.

THIRD CREDIT PERIOD

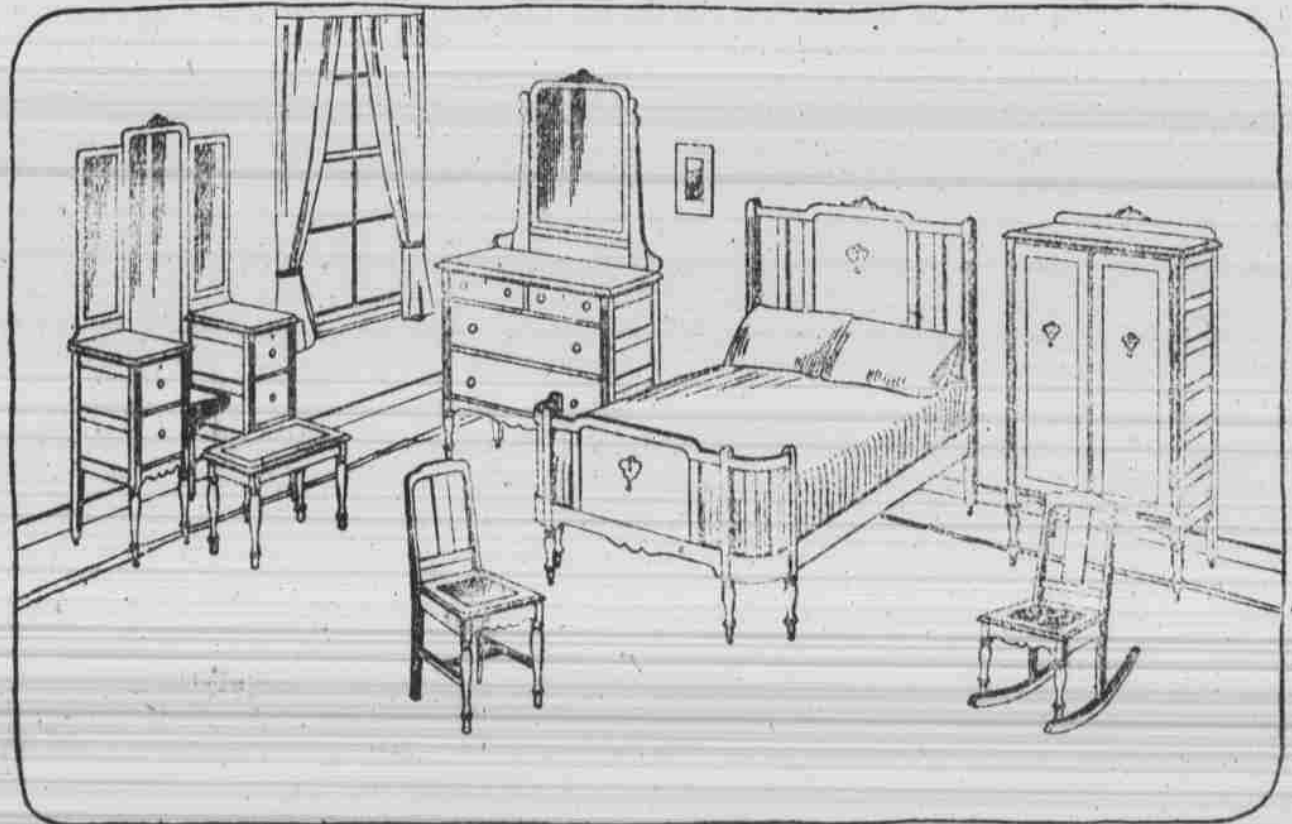
6 Months	\$1.00	2,500
1 Year	1.50	6,000
2 Years	3.00	15,000
3 Years	4.50	30,000
4 Years	6.00	60,000
5 Years	7.50	120,000
6 Years	9.00	180,000

A special Vote Ballot for 100,000 Extra Votes will be issued on each and every "Club" of \$15 turned in during the Club Offer.

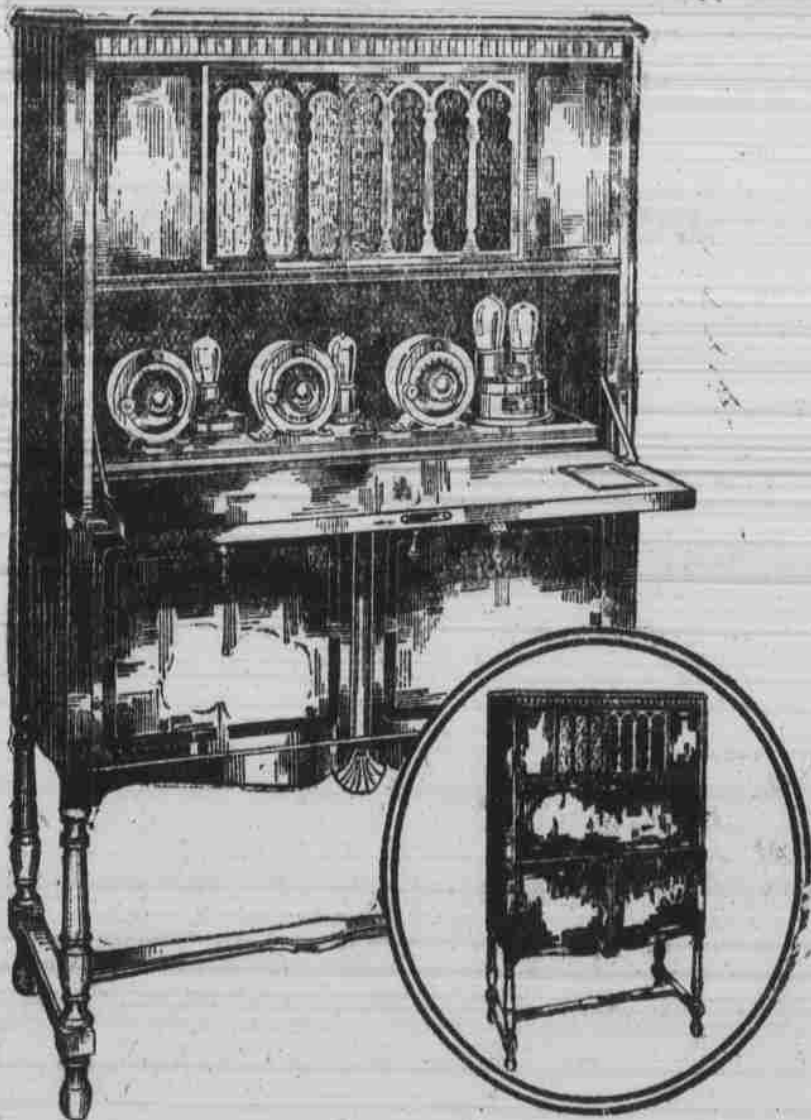
GRAND CAPITAL PRIZE



New Model Chevrolet Touring Car. Will be equipped with Disc Wheels, Balloon Tires, Double Nickel Plated Bumpers, front and rear, and Motor Meter. Purchased from the Floyd Motor Co., Bryson City. Samuel H. Lyle, Jr., Local Representative. Value \$650.00.



Ivory Bed Room Suite consisting of Bed, Dresser, Chiffonier, Rocker, Chair and Stool. Value \$100.00. Purchased from and on display at the Franklin Furniture Company.



Atwater Kent Radio, value \$175.00. Bought from City Garage and on display at Smith's Drug Store.

COMPLETE PRIZE LIST

- Fully equipped Chevrolet car, value \$650.00. Purchased from Floyd Motor Co., Bryson City. S. H. Lyle, Jr., Local Representative. Value \$650.00.
 - Atwater Kent Radio Set, value \$175.00. Purchased from City Garage. On display at Frank T. Smith's Drug Store.
 - Victrola, value \$125.00. Purchased from and on display at Wiley Carpenter's.
 - Six Piece Ivory Bedroom Suite, value \$100.00. Purchased from and on display at the Franklin Furniture Co.
 - Fifty Dollars (\$50.00) in Gold.
 - Diamond Ring, value \$50.00. Purchased from and on display at J. S. Porter & Co.
 - Ladies' Week End Hand Bag, value \$35.00. Purchased from and on display at C. W. Hames.
 - Twenty-Six Piece Rogers 1847 Silver Set, value \$32.50. Purchased from and on display at Macon County Supply Co.
 - Ladies' White Gold Elgin Wrist Watch, value \$30.00. Purchased from and on display at Grover Jamison's.
 - Ladies' Sport Coat, value \$25.00. Purchased from and on display at W. C. Cunningham's.
 - Kodak, value \$25.00. Purchased from and on display at Frank T. Smith's.
 - Ladies' Dress, value \$20.00. Purchased from and on display at Jos. Ashear's store.
 - Ladies' Arm Bag, value \$16.00. Purchased from and on display at the Franklin Pharmacy.
 - Merchandise Order on Sloan Bros. & Co. Value \$15.00.
 - Merchandise Order on the Franklin Hardware Co. Value \$15.00.
- SPECIAL PRIZE**
- Special Nomination Prize. Merchandise Order on J. S. Trotter. Value \$15.00.
- FIFTEEN PER CENT PAID TO ALL ACTIVE WORKERS WHO FAIL TO WIN A PRIZE**