Great Rock Face For Governor's Conterence

## 10 Points <br> Of

## Effective Advertising

When Herman Rose was field director for the National Editorial Association, he outlined "Ten Points for Newspaper Advertising" which have brought a high measure of success, prosperity and profit to a big retailer who spent the greater part of his advertising appropriation in good newspaper copy. He was addressing the National Merchants Asseciation, and the retailer's 10 points were:

[^0] takes my story to its readers

 d a distinctive style and have stuck to it enty of white space; my ads are never haithor

I put into newspaper advertising a definite pronortion of my gross sales. I fix this
ning of the year. My rule is to make of the previous year's gross, with more if sumpiat onditions justify it.

I brighten my ad with frequent illustration
either humorous or practical.
am careful never to over-promise. When I make 素稘 10 My sales people back up my advertising. They I laims, I back them up with reasons. Then when have an unusual bargain, people betheve 1 , often help with suggestion me when I "whoop 'er up a little.

FOR CONSISTENT RESULTS USE

## THE MOUNTAINEER

There is No Substitute for Paid Circulation


ITTS BARGAIN TIME in BELK-FUDSON'S
PIECE GOODS DEPT.
SHEETING: : ? : 35 cyd
SHEETING : :?: 20cyd



Revular $59 \mathrm{c}-36$ Inches Wide
solids : PRinTs \& STRIPES
$48^{\mathrm{c}}$ yard

PRINTS
2 Yds: $\$ 1.00$
00


[^0]:    Advertise regularly. Every issue of the papers
    fi 1 think advertising all the time. I buy goods that

