THE BEE: CMIAHA, SATURDAY, AUGUST 21, 191 B

And the surest way of ennumber of people is the art of telling a good story.
Give a man a good story to read, and you immediately win his approval. Never for get that every good story must deal with the prime, elemental, stirring emotions of man
No tract on politics ever became a "best
seller." What readers want is the human seller."
And so universal is the demand for en-
tertainment in the form of stories that the time has con in form of stories that che ness man must realize the necessity of tell ing a good story about his business.

A small percentage of people who happen unadorned list of prices in the newspape advertisements.

But there is a way to get all the readers. You can do it by telling them an interest ing story in the advertisements.
An inveterate reader of the monthly mag It itd me the
"It is getting to be so that the advertise and delightful to read as the fiction stcries.; That is the ideal of good advertising.
Put into it the personal element, the haman appeal. Do it either with illustrations or wi
The house which is known for its human doing a big business and commanding a hole lot of readers.

If your business methods, your stock and your bargains cannot be made the bases for a goods story in the advertising columns, lishment.
Every success has back of it a good story Every idea about valuable salesmanship is an imporland discovery.
And there never yet has been an important an interesting way.

Entertainment-that is the one thing tertainment and the public will give you the

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## The Human Note

By James O'Hara Day

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NTERTAINMENT is always in demand. The world never
yet has been overstocked And the surest way of en-

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| The Case of the Arabie. <br> The Bee hat purposely withbeld comment on the case of the Arable, walting for the first Hews to be supplemented by more detals, <br> On the bare rectial that anotber anarmed pantenger veseel cartying Amertcan ettizens had |
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