



WHY NOT?

WHY NOT be in BUSINESS for YOURSELF?
IS PRACTICALLY EVERY HOUR OF THE DAYLIGHT
OF YOUR LIFE BOUGHT BY SOMEONE ELSE?

THIS IS A GREAT PROBLEM FOR YOU TO CONSIDER. If your time IS bought like so many pounds of sugar—why is it? Why does another man buy you? Because he makes money buying you. He makes a profit out of your time.

Why shouldn't you have that profit? Why should your life be spent in making money for someone else? I offer you the opportunity today of using all your time for yourself—all the profits of your labor to go to you—you to be your own boss—independent—in your own business.

Most men have considered going into business for themselves but they have been face to face with two problems:

They didn't want to give up a good paying position. They didn't have enough capital. These two difficulties keep many energetic men from going into business for themselves.

I WILL START YOU IN BUSINESS. YOU DO NOT HAVE TO DEVOTE YOUR ENTIRE TIME TO IT. I WILL FURNISH THE CAPITAL.

I do not ask you to give up your present position at the start. I want to prove to you first that I am sincere. I want to show you that I mean business. You can start in business for yourself on my proposition and carry on this business in connection with your other work and make a profit of from \$50 to \$100 a month in addition to what you are making now and I do not ask you to invest one cent. It doesn't make any difference whether you live in town or in the country.

Doctors, Lawyers, Merchants, Farmers and Managers of large business enterprises have taken advantage of the very offer that I am making you today and they are now in business for themselves. They are independent business men, either devoting part of their time or all of their time to the business in which I have started them. I offer you this same opportunity. If you want to go into business now just sign the application blank which you will find at the bottom of this advertisement.

A GREAT MONEY-MAKING OPPORTUNITY

THE GREATEST OPPORTUNITY EVER OFFERED YOU TO GET IN BUSINESS.

Heretofore I have sold my made-to-measure clothes direct to the man who wore them. But my business has increased so rapidly that I now find that I cannot carry on such an extensive business on a retail basis as well as I can on a wholesale basis and so I offer you the opportunity of becoming a retailer for this large house.

Hereafter I wish to devote my time exclusively to the tailoring and wholesaling and through you and hundreds of other live energetic men I will build up a string of stores from one end of the country to the other.

You will be a part of The Cosmopolitan Tailoring Company, but you will be an independent part. You can run your own business and develop your business entirely to suit yourself. You will charge what you want to charge for your suits just as any business man figures up his profits. I will furnish all of the capital and all that I want to do is to turn out the clothes. You as a merchant will sell these clothes direct to the consumer.

It is absolutely necessary for me to sell the output of my establishment and I have found that it is cheaper to do it this way than to go after it myself and try to sell one suit to a man and send out millions of booklets and advertising circulars every season. There is every opportunity in this business and I have no doubt that there are many men throughout the country who will get a start in this business offer that I am making and in a few years will be at the head of a large tailoring business just as I did. When I started out I could think of only six men of my acquaintances that I knew would be interested in such a proposition, but these six men gave me my start and I still have five of these six men as my customers today. Now you can give a part of your time to this proposition at the start, I will furnish everything and give you the benefit of my experience.

I have explained the proposition to you in detail so that you will realize what an exceptional opportunity this is to be in business for yourself. I want to keep in touch with you personally. If you are interested in this proposition, simply fill out the application blank in the corner of this advertisement and I will send you full particulars—and a complete outfit which costs me a good deal of money to send out. I do not ask you to send me one cent but I do not want any man to answer this advertisement who is not interested in this proposition. I have been told by my friends that men who are not interested in my proposition will answer this advertisement. Since I am going to send out Fifty-six Patterns of Woolens got up in attractive shape, Half-tone Engravatures of Fashions, Full Explanation Letters, Stationery, Order Blanks, in fact a complete outfit to every man who answers this announcement, they tell me that this will cost me too much money, but I am going to depend entirely upon you. I believe that there is a man in every territory who will make good on this proposition and I am going to find him and back him up until he does.

I intend to send out a larger outfit including over 200 Samples of Woolens and a Large Book of Half-tone Engravatures of the latest styles next season, Advertising matter, Stationery, Business Cards with your name on as a part of The Cosmopolitan Tailoring Company and I am going to fit up representatives in stores of their own with Display lengths of the latest woolens, Large Posters, Stationery, Business Cards and everything necessary to do business on a large scale.

IF YOU WANT TO TAKE ADVANTAGE OF THIS OPPORTUNITY
FILL OUT THIS APPLICATION BLANK TODAY

The territory will be given to the first man who applies. You do not have to send one cent. Simply fill out the coupon and mail it to me and I will send you the complete outfit ready to start in business and full particulars how to start up a Tailoring Business of your own on my capital without investing any money yourself.

J. O. BALL, Manager
The Cosmopolitan Tailoring Company
 248-252 FRANKLIN STREET, CHICAGO

IT IS EASY TO START ON THIS PROPOSITION.

No doubt you can think of at least fifteen men right now among your own acquaintances who would be interested if you would show them where they could get a first class made-to-order suit of clothes made up especially for them from any kind of goods that they want for the same price that they would have to pay for a ready-made suit.

It is easy for you to convince your customer that they should buy from you instead of buying ready-made clothes because every man knows that tailor-made clothes made up especially to his measure and made from cloth which he selects will give him better satisfaction than a ready-made suit. You show your customer that he gets just what he wants. Instead of selecting from a limited stock which the retail clothier has on hand, you allow your customer to select his goods from fifty or sixty patterns and his suit is then made up to his measure, fitting perfectly all of the individual peculiarities of his figure.

Besides offering your customer all of these advantages you are enabled to sell the tailor-made clothes for the same price that he would have to pay for a hap-hazard ill-fitting ready-made suit.

The large wholesale tailoring house has the advantage over the small tailor. You show your customer that The Cosmopolitan Tailoring Company of which you are a part, employs only the best skilled workmen—workmen who specialize in every phase of suit making—one man shrinks the cloth, one makes coats, another vests, another trousers and so on. Hundreds of suits are made and made to fit every day in this big establishment and in this way the cost of production is cut down. In buying large quantities of woolens direct from the mills The Cosmopolitan Tailoring Company secures a price that the small tailor cannot even approach. All of these things you tell your customer and prove to him that he really gets a suit of clothes made exactly to his measure for same price that he has been accustomed to pay for a ready-made suit.

FILL OUT THE APPLICATION BLANK AND MAIL IT TODAY.

J. O. BALL, MANAGER, THE COSMOPOLITAN TAILORING CO.
 248-252 Franklin Street, Chicago

Dear Sir:

Date _____

Without any obligation on my part or cost to me please explain more fully how you will start me in business for myself so that I will not have to invest any money and so that I may devote either all or a part of my time to the proposition and become a part of The Cosmopolitan Tailoring Company and secure a store of my own.

Also send me your Portfolio of Samples, Order Blanks, etc., with out any cost to me so that if I desire I may arrange to start in right away.

Name _____

R. F. D. or Street Number _____

Town and State _____

Occupation _____

Age _____