NEWS of SCHOOLS and COLLEGES

Insurance Man Gives Advice on Salesmanship

John A. Stevenson Tells Omahans How to Meet Objections of "Hard-Boiled" Prospects.

Pointers on meeting objections to life insurance were given by John A. Stevenson, second vice president of the Equitable Life Assurance society of New York, to 103 members of the Omaha Association of Life Underwriters at a luncheon Monday noon in the ballroom of Hotel Rome.

Dr. Stevenson is nationally known among life insurance men as an authority on salesmanship. Thomas W. Blackman, counsel for the Prairie Life Insurance company, introduced the speaker. He is author of three text books on salesmanship, was organizer and first head of the school of salesmanship at the Carnegie Institute of Technology, and was called to his present position with the Equitable society three years ago.

"Objections aid in sales, because they give the salesman an opening. The really "hard-boiled" customer is the man who listens to everything but refuses to open his mouth. Most objections met by life insurance men are not serious but are mere barks of the customer intended to test the salesman's mettle," Mr. Stevenson maintained.

Mr. Stevenson outlined three principal methods of meeting objections: First, the admission method, by agreeing with the objection but bringing out some new phase of the situation more powerful than the objection; second, the boomerang method, by seizing the objection and showing that it is really an argument for buying the insurance; third, the "passing-up" method, in which the salesman ignores an objection he cannot meet and keeps his prospect busy thinking about the others that can be overcome.

Highwayman Robs Three in Interest of Prohibition

Tom Veach of Burke, S. D., bound over to district court on $1,500 bond yesterday on a charge of robbing three persons at 1220 Davenport street Sunday night, declared in municipal court yesterday that he is an ardent prohibitionist and that he wanted to use the money to further prohibition propaganda.

The persons robbed were James Carter, George Kelley and Hazel Howe.

Colored Baptist Churches to Hold Convention Here

The Baptist Young People's union will hold a Sunday school convention at Pilgrim Baptist church, Twenty-fifth and Hamilton streets, beginning today.

Delegates from all colored Baptist churches in the state will be present, according to Rev. William Franklin, pastor of Pilgrim Baptist church.

The meetings will close Saturday.

Ban on Left-Hand Turns Proposed by Council

City council committee of the whole Monday morning recommended for passage an ordinance which prohibits left-hand turns at the intersections of Sixteenth street at Harney, Farnam and Douglas streets. Under this ordinance traffic will be permitted to go straight ahead or make right-hand turns.

Kinney Heir Named Mann Act Violator

Special Dispatch to The Omaha Bee.

Cheyenne, Wyo., July 16.—Joe E. Kinney of Cokeville, until recently a member of the Wyoming highway commission, heir to estate of the late Timothy Kinney, millionaire flock-master, and widely known throughout the west, is named in federal warrants issued at Boise, Idaho, and received here on a charge of violation of the Mann act.

Louise Roberts and Les Olson, also of Cokeville, Wyo., are named also. United States Marshal Hugh L. Patton announced that the warrants will be served as soon as the accused are located.

The three men are alleged to be implicated in the transportation of Nathall Jones, 17, Montpelier, Idaho, girl, from Montpelier to Bear Lake, Utah, thence to the Kinney ranch near Cokeville, where, it is charged, she was assaulted and severely injured. The crime is alleged to have taken place July 4.

Former Beatrice Man Hurt as Auto Goes Into Ditch

Special Dispatch to The Omaha Bee.

Beatrice, Neb., July 16.—Sam Moore of Denver, formerly of this city, was seriously injured when his auto plunged into a ditch near Marshall, Colo. He was submerged in water for nearly two hours before his plight was discovered. Both lungs were punctured when the car fell on him and he was injured internally. Mr. Moore's father, J. B. Moore, was formerly chief of police here and now resides at Manhattan, Kan.

Dollar for Each Mile New Speeding Penalty

Municipal Judge Frank Dineen announced a new campaign against speeders Monday morning. Hereafter it will cost the speeding motorist $1 for every mile per hour he is traveling, if the total is above the limit fixed by law.

August Wuest, 2224 Ames avenue, was sentenced to 15 days in jail on a charge of being drunk and reckless driving. Officers testified he was playing auto polo with the traffic "warts" on a downtown street.

Omaha Firms Violate Female State Labor Law, Is Charge

Complaints charging violation of the female employes' law were filed against three Omaha business firms yesterday by County Attorney Beal.

The complaints were sworn to by Deputy Labor Commissioner Jerry Howard, who charges that the business men have ignored his warnings in regard to girls working after 10 p. m.

The firms are Olympia Candy kitchen, Metro cafe and Sherman-McConnell Drug company.

Births and Deaths.

Births.

William and Viva Ruzicka, hospital, boy.
Tom and Margaret Conway, hospital, boy.
John and Sophia Cich, hospital, girl.
Egan and Mary Kleine, hospital, girl.
Ernest and Anna Turner, 4105 North Twenty-third street, girl.
Lawrence and Louise Christensen, 1427 Canton street, girl.
Thomas and Josephine Kalusa, 4519 South Thirty-ninth street, girl.
Ben and Marie Lege, 5135 South Twenty-sixth street, girl.

Deaths.

Amelia L. Bey, 27 years, hospital.
Malinda Hester, 64 years, hospital.
Charles Hawk, 53 years, hospital.
Eugene R. Poast, 3 years, 2411 North Nineteenth street.
Mrs. Carrie May Blaylock, 54 years, hospital.
Nellie Viola Eugenia Patten, 14 years, 3518 U street.
Ida May Bigley, 23 years, Sixth avenue and K street, East Omaha.

Marriage Licenses.

James H. Clancy, 22, Council Bluffs, and Dora G. Ames, 23, Council Bluffs.
John W. McCrary, 49, Kansas City, Mo., and Bess Gandger, 26, Madisonville, Tenn.
Frank E. Faux, 25, Omaha, and Bertha Hoden, 27, Omaha.

Civics Course Interests Many

Dr. Krueger to Give Three More Lectures Before School of Citizenship.

A lively round table discussion followed Dr. Frederick K. Krueger's lecture on "Problems of State Administration" before the School of Citizenship Monday afternoon at the Burgess-Nash tea room. Much interest was expressed by members of the three women's organizations supporting the course in such problems as gerrymandering and as the relation between representation and democracy.

The lecture was the seventh of a series of 10 lectures by Dr. Krueger. J. H. Beveridge, superintendent of schools, will lead the round table on "The Relation of Education to Citizenship" Tuesday following the lecture, which begins at 2. Dr. Krueger's final lecture on "problems and Principles of City Government" will be his last public address before leaving Omaha to become head of the sociology department in Wittenberg college, Springfield, O.

The second part of the School of Citizenship course opens Friday, July 20, with a series of 10 addresses by Dr. Arnold B. Hall of the University of Wisconsin on "The Making of Citizens." These lectures will be held twice daily from July 20 to July 25, one at 9 a. m. in the University of Omaha gymnasium, and the other at 2 at Central High school.

Misner Pupils Will Give Outdoor Plays

Summer school students of the Misner School of the Spoken Word will present four one-act plays at 3 Thursday afternoon and a three-act comedy at the same hour Saturday afternoon on the campus, Thirty-second and Dodge streets. The plays will constitute the first outdoor appearance of the school. There will be no admission and the public is invited.

Boyles Head Says Trained People Have Confidence

There is an air of confidence about the young men and women who acquire business training, that is invaluable in modern business, according to President Boyles of Boyles college.

The timidity of uncertainty is lost in the knowledge that they know the indicate mechanism of modern business methods. Graduates are always eager to get into positions and put to work the training and ideas they have gleaned through study and practice.

"It is a real treat," says Mr. Boyles, "to watch the enthusiasm and eagerness our graduates display when starting a career—and they finish equally as well, too.'

Wesleyan Notes.

The midsummer commencement of Nebraska Wesleyan university will be held Friday morning, July 20, beginning at 10 o'clock, in the First Methodist Episcopal church of University Place. The orator of the day will be Rev. Lotan R. DeWolf, pastor of the First Methodist Episcopal church of York. His subject will be "A Man and His World." Degrees and diplomas will be conferred by Chancellor L. B. Schreckengast.

The college of liberal arts will present 11 candidates. Three others will complete their work for the degree by the end of the second term. Tere will also be 11 candidates for the university state certificate in the Wesleyan teachers college. Three will finish their work for the degree later in the summer. Nineteen will appear for the first grade state certificate and professional diploma. Five additional candidates will complete their work for the certificate by the end of the summer. Two candidates will receive, on Friday, the first grade state certificate and kindergarten diploma. Another will finish requirements for this diploma. Another will finish requirements for this diploma later in the summer.

Dean B. E. McProud, director of the Nebraska Wesleyan summer school, has arranged for the second term of four weeks, which will run from July 23 to August 17. Only a limited number of courses will be offered. The calls for English and education have been in the majority. Possibly a course in biology will also be given.

Campus folk at Nebraska Wesleyan have received word that Miss Bernice Bolton received the master's degree in religious education at Northwestern university this summer.

Ellen A. Stowater of University Place has received a letter from his son, in Norway, Seattle Stowater, who was graduated from Nebraska Wesleyan in 1922. The letter is dated from Christiania.

Midland College

Prof. and Mrs. Forrest L. Shoemaker, instructions in piano at Midland college, have received word of their becoming members of the honorary national music fraternity, Phi Kappa Lambda, of the Epsilon chapter of Ohio Wesleyan.

The Boy Scouts camping at the Scout camp were very much pleased on Friday to have Mrs. Carl Hawkinson, head of the expression department, tell them stories around the council fire.

Prof. Ross L. Finney, Ph. D., of the University of Minnesota, who lectured at the college the past week, gave a lecture on "The Cause and the Cure of the Social Unrest" for the citizens of Fremont.

President and Mrs. J. F. Krueger, with Mary Caroline and Ralph Krueger, left Monday for a short vacation on Long Lake, Pine Haven Beach, Minn.

Calls for Office Help Increasing

American College of Business Reports Demand for Graduates Exceeds Supply.

Omaha and vicinity has had a big improvement in business throughout the year, for a true gauge of business conditions is the calls for office help, says Prof. J. A. Youngstrom, president of the American College of Business, 1912 Farnam street.

During the year this college has had a continuous stream of calls for office assistants of every kind. Business men are asking for stenographers, bookkeepers, calculating machine and comptometer operators.

Throughout the year more than 200 students registered, while twice that number could have been placed.

The courses at the American college are particularly designed to meet the requirements of business, consequently graduates are making good and a great many of these calls for office help have been the direct result of the good work done by graduates after taking positions.

Doane College Notes.

Mr. and Mrs. Paul A. Gantt, who have been teaching for the past year at Batangas province, Philippine islands, were at a mountain resort from April 1 until the middle of July, during their vacation. Mr. Gantt has been giving agricultural instruction to the Japanese and Chinese gardeners. Mrs. Gantt teaches English in the school.

Mr. A. E. Wolfe, field secretary for the Doane campaign, was in Crete last week co-operating with G. W. Buck in working the campaign in this vicinity for a few days.

Miss Pearl Holloway, 1911, of Fremont, has recently had a story published in the Wellspring. Miss Holloway's articles frequently appear in different Sunday school magazines and papers.

School of Individual Instruction Is Opened

One of the most remarkable schools to be found in the state of Nebraska is the School of Individual Instruction located at 402 South Thirty-sixth street, formerly the E. S. Westbrook residence. This school has grown from a small beginning to an enrollment of 127 pupils.

Pupils of like ability are placed in the same class, only 10 pupils being allowed to each teacher. Recently the school has prepared several pupils for eastern colleges.

The best service is offered, together with careful explanation of assignments, thereby eliminating waste of time. Parents will do well to investigate this school before sending their children elsewhere.

Nebraska School of Business.

The college offices and the second floor hallway are being extensively remodeled and improved, in preparation for the fall opening of the school September 5.

The week just closed has seen an unusually heavy registration for this season of the year. Among the new registrants were Miss Hazel A. Huston and Miss Helen E. Heath, former commercial students of Denver, Colo.

Miss Bertha Detweiler, commercial instructor in the Technical High school, Omaha, and Miss Lucille Evans of the commercial faculty, Bevier, Mo., were renewing acquaintances at N. S. B. Wednesday. Both were formerly normal students under Miss Beers' instruction at the college.

Superintendent Morgan D. Davis of the Upton (Wyo.) schools has concluded his special studies at the Nebraska School of Business and has gone to Fairfield, Neb., where he will visit with his parents for a few days before returning to Wyoming.

Cotner Notes.

Miss Mable Epp, president of the Y. W. C. A.; Miss Mildred Taylor, Mr. P. Cope and family, Mr. John Bicknell and President Cobbey and family attended the conference at Grand Island last week.

Prof. R. L. Hoff of Alliance, Neb., who formerly had charge of the educational department of Cotner, visited the college and some of his Bethany friends. He is spending a few days in Lincoln and perhaps may move there.

Miss Ines Mead of Clearwater, Neb., class of 1923, will teach in Washington, Kan., for the coming year.

More students have written in to the college saying that they were coming to school in the fall than ever before. The prospects for the coming year are exceedingly good.

Prof. J. Moss left Friday for Fort Des Moines. He will spend 15 days in the training camp of the army officers' reserve corps.

Legion Head Will Open Frontier Days

Special Dispatch to The Omaha Bee.

Cheyenne, Wyo., July 16.—Alvin M. Owsley, national commander of the American Legion, is a true son of the west, and all that, but he has not yet undergone one experience that, if tradition be true, must be had before the filial relation may be definitely established. He has not, so far as is known here, ever worn a seven-gallon hat.

However, that defect in his record is shortly to be remedied. When he leaves Cheyenne Tuesday, July 24, he will be adorned in the headgear that made the cowboy famous—or that the cowboy made famous—whichever is proper.

The commander will open the twenty-seventh annual Cheyenne Frontier Days. The present head of the organization of war veterans will follow the lead taken by his predecessor, Hanford MacNider, who opened the 1922 show and went away with a massive hat, the gift of the two local posts of the legion.

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