AMERICA TO WIN OLYMPIAD Martin Sheridan Reviews Chance
the several Competitorn. points to spare for yankees nonnoere Jumperan ana welisht thron nunoer. Jomperr and Wrisht thror
cen rom Amerten Lead the worla


so Challevge froil liptos Sir Thomas Not Yet Heard From by
New York club.

We stand for safe advertising. Any other kind is unnecessary
The day when advertising was lation is over for the man who knows. A newspaper campaign can be proved out in six towns just as well as in six hundred.
A magazine campaign can be proved in
six mediums just as well as in six mediums just as well as in sixty
Before one spreads out he can Before one spreads out he can know
to a certainty what the results will be.

## Our question going to spenc

Though our revenue, as with all agents is a commission, paid largely to us by
magazines and newspapers, on the expenditure.

## possibilitie

## And we accept or re

We can do this because we comman the ability to
thing possible.
The largest accounts we have were
started with small expenditures. started with small expenditures.
On many, we spent ten times our compaign.
Each dollar spent came back with profit. We proved it beyond any ques
Then the advertiser, naturally, spen all the dollars he could.
We are ready to do the same with you, if your line has possibilities.
We have spent 35 years in advertising net every week we learn something
new of what it can do. Note how advertisi
the past few year
Note the vast variety of little and bi things now being made to pay.
Ten years ago most of these thing Ten years ago
seemed impossible.

Hundreds of these new accounts, in un
ment.
We have done so many things, never done before, that we have come to be-
lieve that almost anything can now be lieve that almost a
done by advertising
done by advertising.

## Safe Advertising

There is too much good advertising We Pay One Ad-Writer $\$ 1,000$ per Week
Mr. Claude C. Hopkins, now permaently at the head of our.copy depart veek. receives a salary of $\$ 1,000$ per But
ising. Hopkins, as a salesman print, is unrivaled.
He has made more money for adve tisers, in more different lines,
other man who ever wrote copy.
Many of the greaste copy.
past twenty years have been due to copy and schemes.
And he is safe. Experienced enough avoid the impossible. Able enough
make the possible pay.
We have in our copy department, under Mr.
know.
Men whom we pick out without regar o expense, by the brilliant results tha Wee them accomplish.
time, for the men who make the all the time, for the m
tional records.
In this vortex of advertising-in this school of experience-such men multiply All of these writers advise with Mr. Hopkins. All copy must meet his ap Our Advisory Board Our Advisory Board consists of sixte Each is a man of proved abi Each is a man of proved ability, and Mr. Hopkins is at the head of Before this whole Board comes every clients.
clients.
Here
any cos the advice to be given this advice is free.
These sixteen men decide what is poscide on means and schemes
Thus all the ability, all the experien
at our command is brought to bear

That is why we succeed.
Yet this high-priced talent is not an expense to us; not an expense to our clients.
We handle advertising on the usual gent's commission
These brilliant men all earn their way large developing the small account into the large one.
By makin
that it expands, while minor men would kill it.
It is far cheaper for us to keep adver tisers, and to dever for us to keep adver

## To New Advertisers

If your article has possibilities, tell us
about it. We will gladly give you judgment. If the thing is impossible, we won't
undertake it. We cannot afford the time. If the thing has a future, we will tell you how to safely prove it out.
We have made hundreds of fortunes in To Old Advertisers
$\qquad$ Give us a limited
Do this, if you wish, without disturb ing present relations. Let us prove our claims. Learn what new ideas our able men may work out fo you-what new view-point they can
bring to bear. Then compare the results.
Don't let us argue. Let us leave the question of who gets your advertising to
some proved results. some proved results. Can you, Mr. Business-Man, neglect Please cut out this coupon-now while you think of it. Send it to get our book
"Safe Advertising"-a brilliant example "Safe Advertising"-a brilliant example Then form your own judgment of what A Reminder



## LORD \& THOMAS



