NEWS OF INTEREST FROM IOW A

COUNCIL BLUFFS Office 15 Scott Street. Both 'Phopes 43.

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A. A. CLARK \& CO





## The Result of Habit

See that Man at the right with his hands in his pockets AND the prosperous look
Just six months ago He was on a stool adding up columns of figures and getting cussed when the balance didn't come right. He had a habit-the habit of reading the Classified Adver tisements in The Bee EVERY DAY
One day he saw this:

The advertiser had consumption-needed money-only a little-for inattention through sickness had made a good business run down.
The Man had that "little money"-He was well and able to hustle-and in six months
Well-look at Him
There are just as good opportunities EVERY DAY in the Classified columns of The Bee.
If you have an "air castle"-a little business of your own, fertile little farm, a cozy home-you can make that "air castle" a reality if you do as the man did-

## Form a Habit TODAY

The Bee Want Ad Habit

