

Helping Yourself!



Help That Counts

ject as a member of the Help Yourself Club and that you can best help yourself by a realization that other members do not find subscriptions coming any easier than you do. Your opportunity still exists and there are thirty awards.

Don't work in a haphazard fashion. Decide definitely each morning just whom you will see during the day and conserve your time so you may get to see them all. If one of your prospects is out, do not wait. Put the name on your list for the following day and try again.

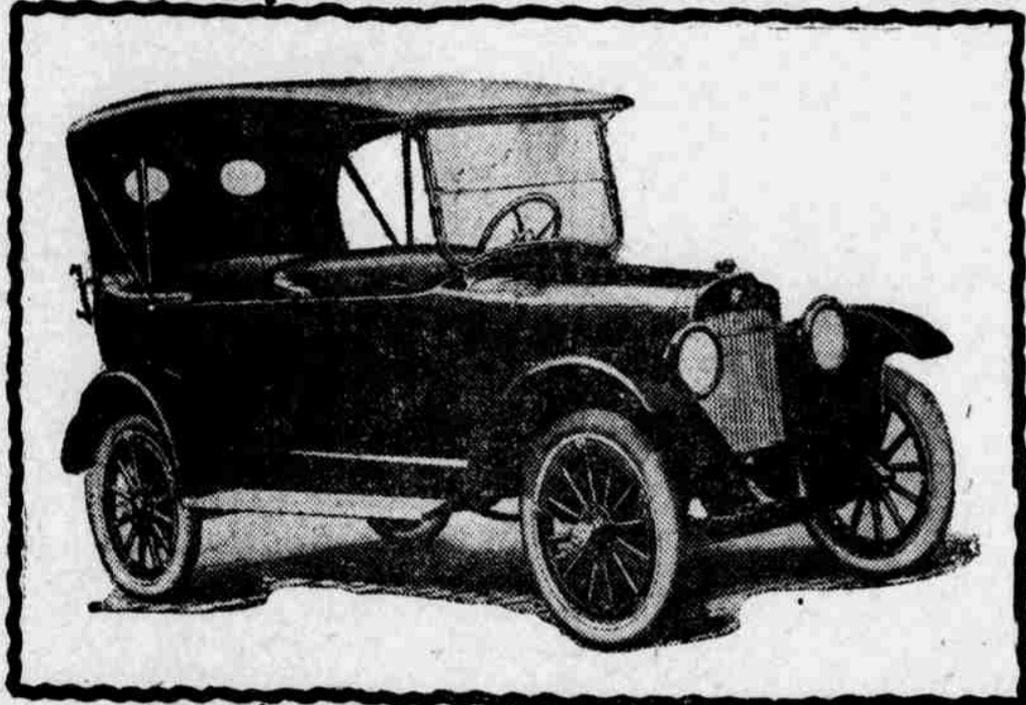
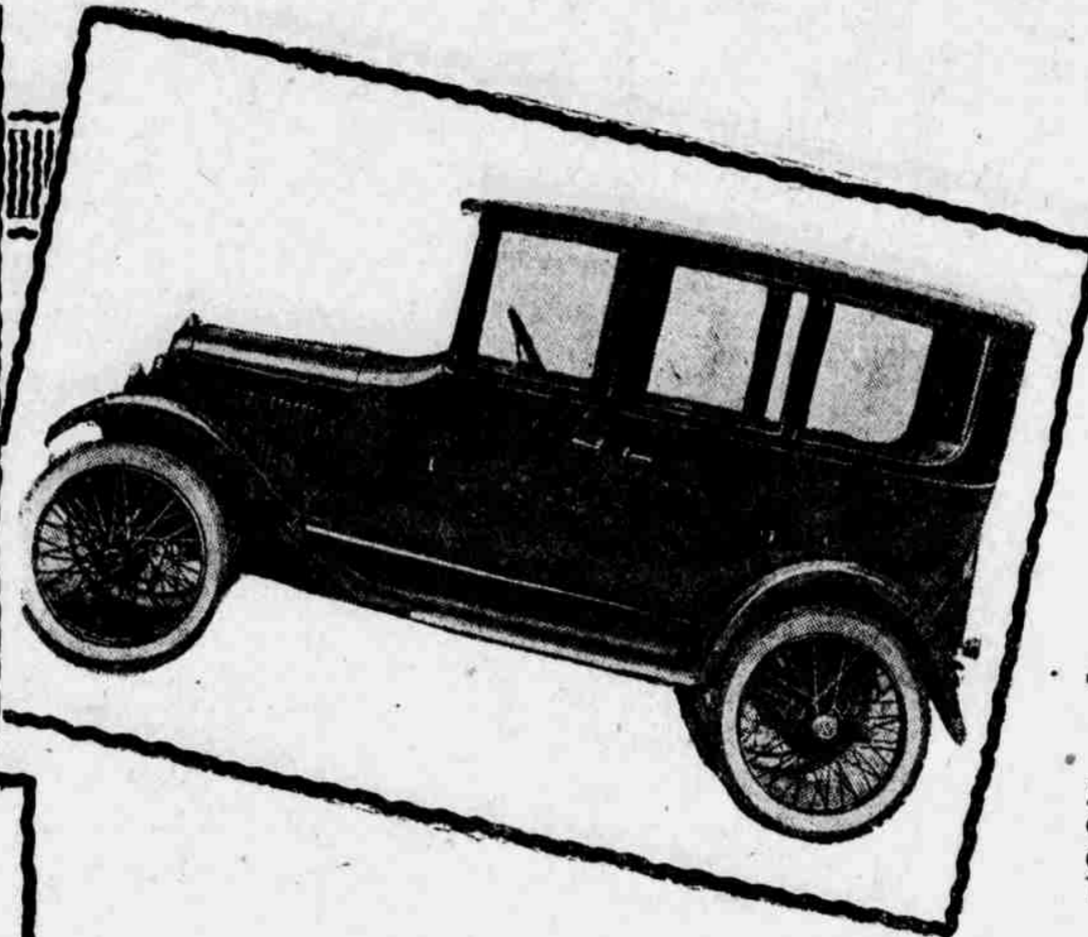
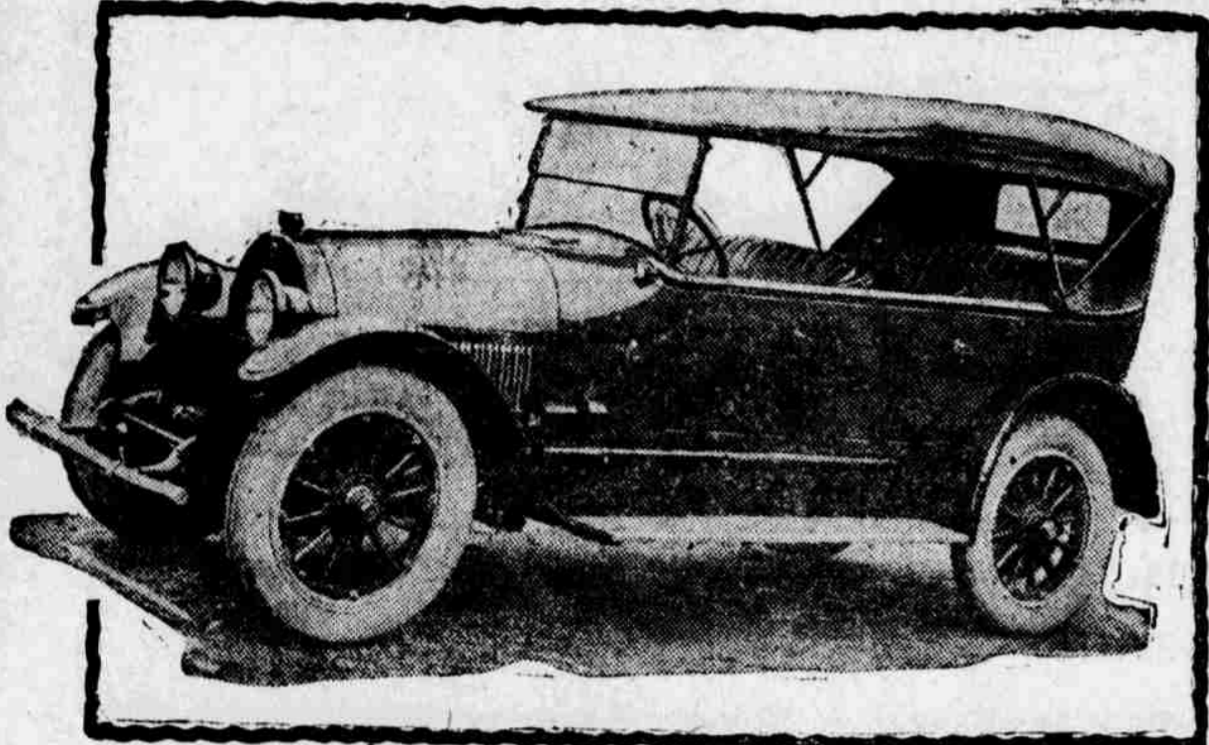
From June 6 to June 18 members will be given 75,000 extra votes for \$25.00 in subscriptions and 2,000 extra votes for each dollar over the \$25.00. From June 20 to June 25, the last week of the campaign, no extra votes will be given. Members can readily see that the next two weeks are the ones in which they must pile up their big pyramid of votes to assure success.

Go after big subscriptions. Take shorter ones if you must, but try first for the long one. Look over your receipts and get your friends, who in the early part of the campaign gave you short term subscriptions, to give you a second payment and thus extend the time of their subscription. The second payment plan is a rapid way of securing votes. Mark all such remittances "Second payment."

If, when you last saw some of your friends, they were taking another paper and did not want two at one time, go back at them and tell them you are in the up-and-running class and have them give you a subscription to The Bee, the best paper in Nebraska, the delivery of The Bee to commence when their present subscription to the other paper expires. Mark such subscriptions on your remittance sheet "Future Subscription."

But let's all definitely decide that during the next two weeks we are going to HELP OURSELVES.

1921 Will Reward Fighters.



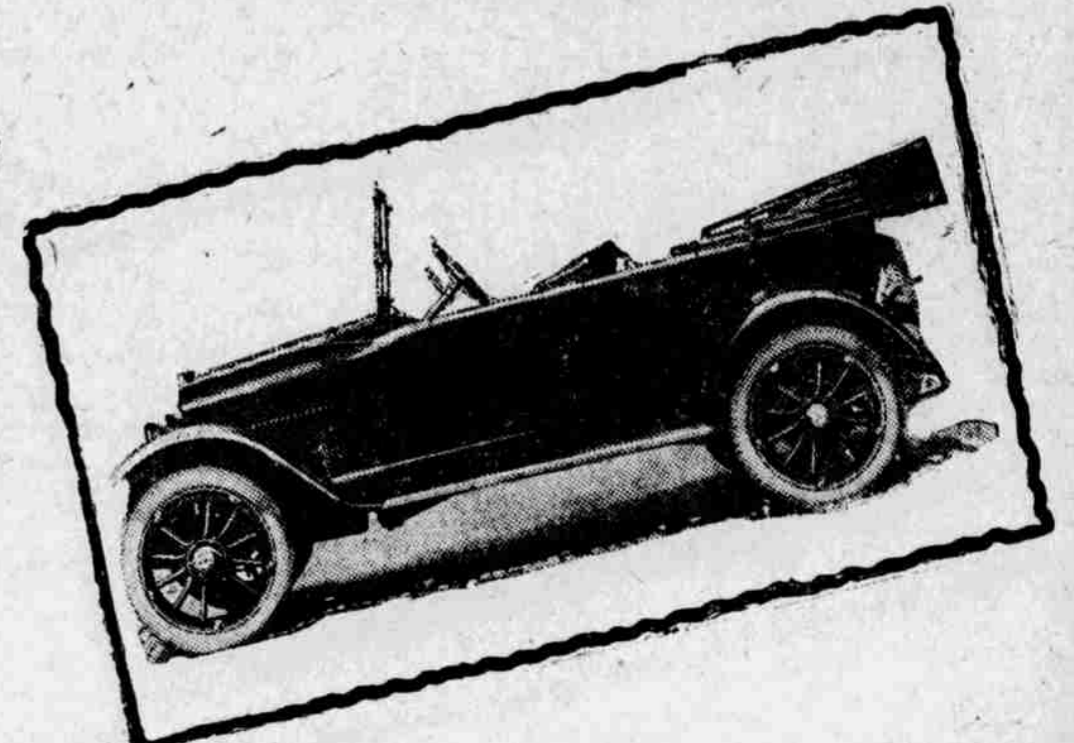
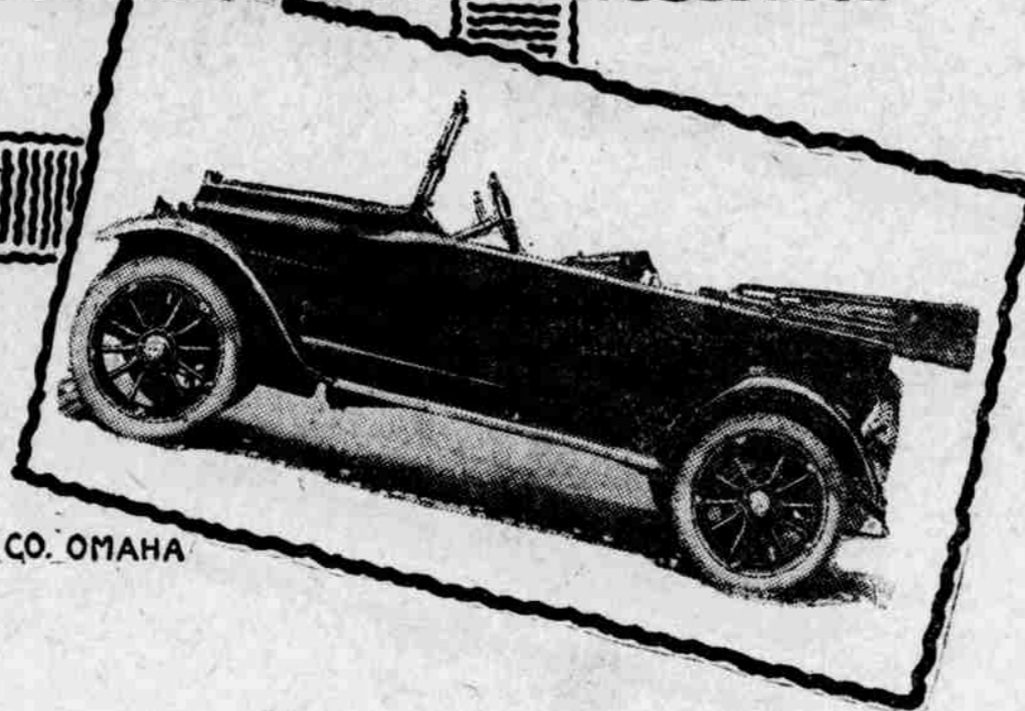
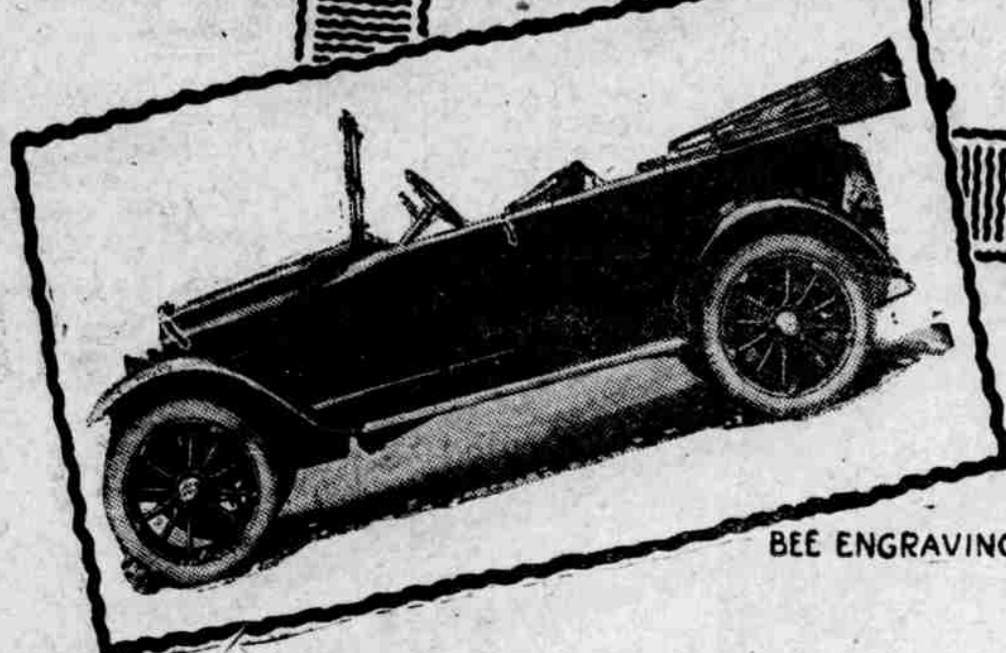
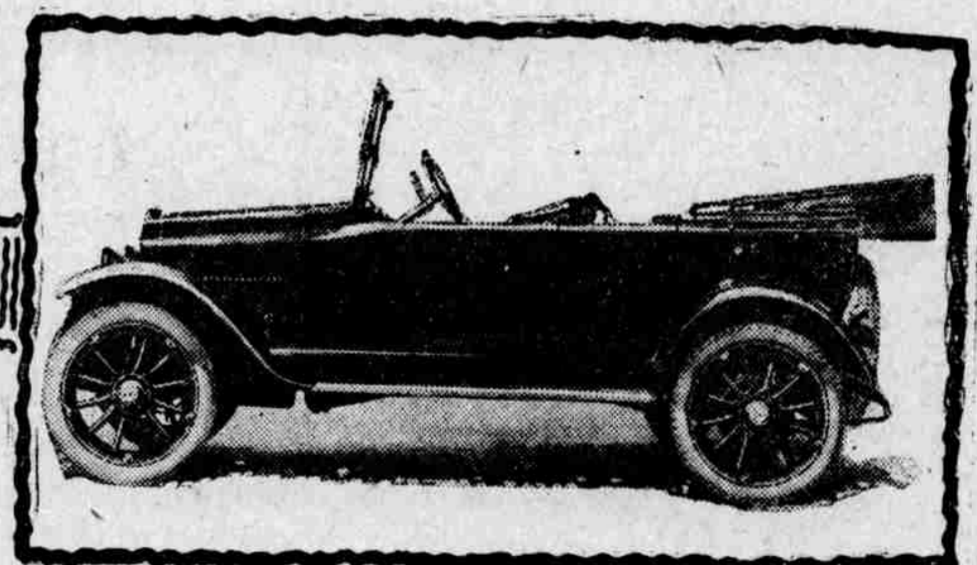
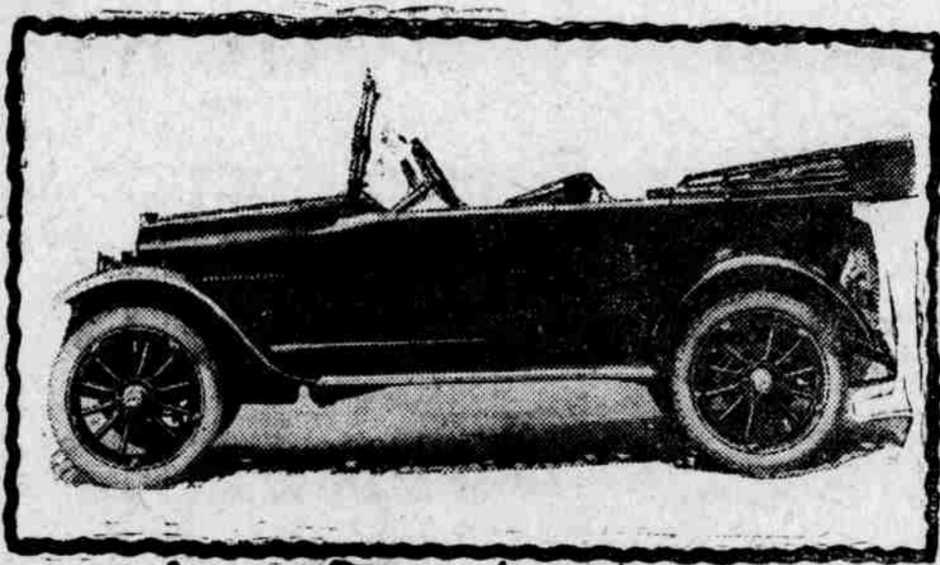
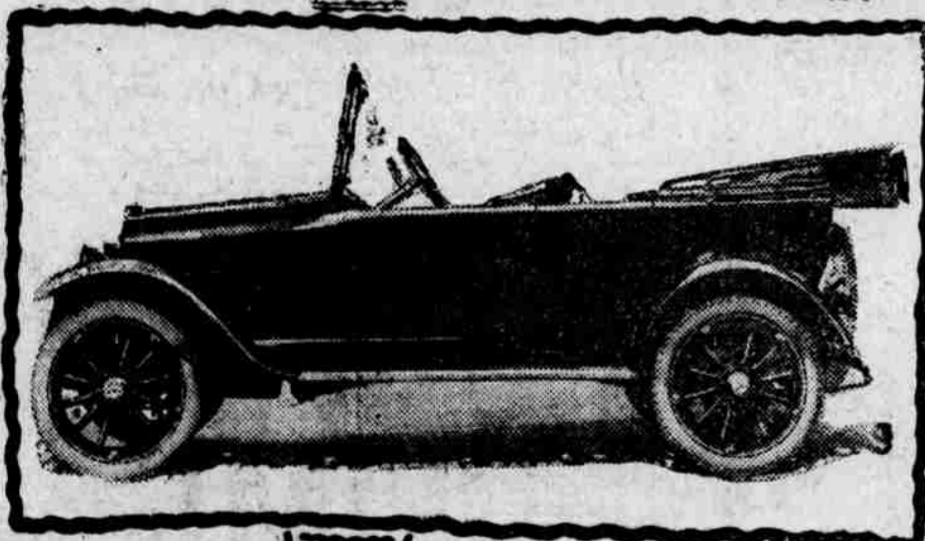
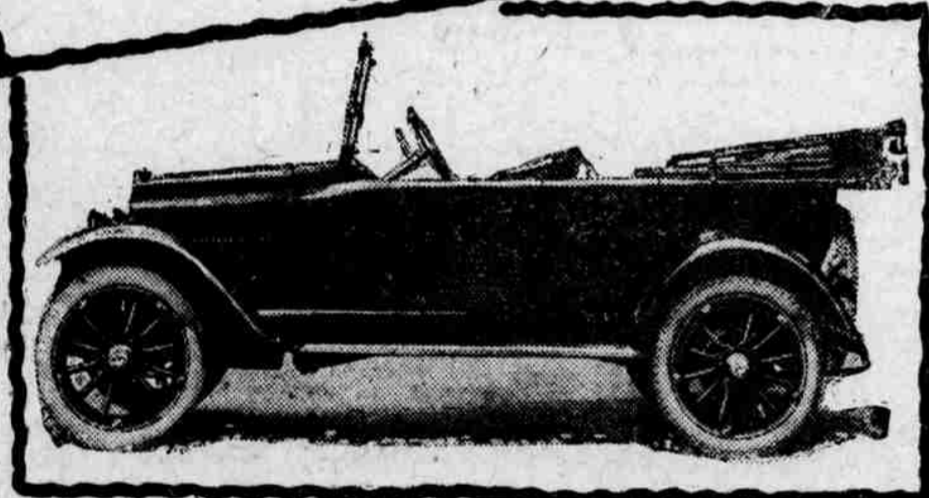
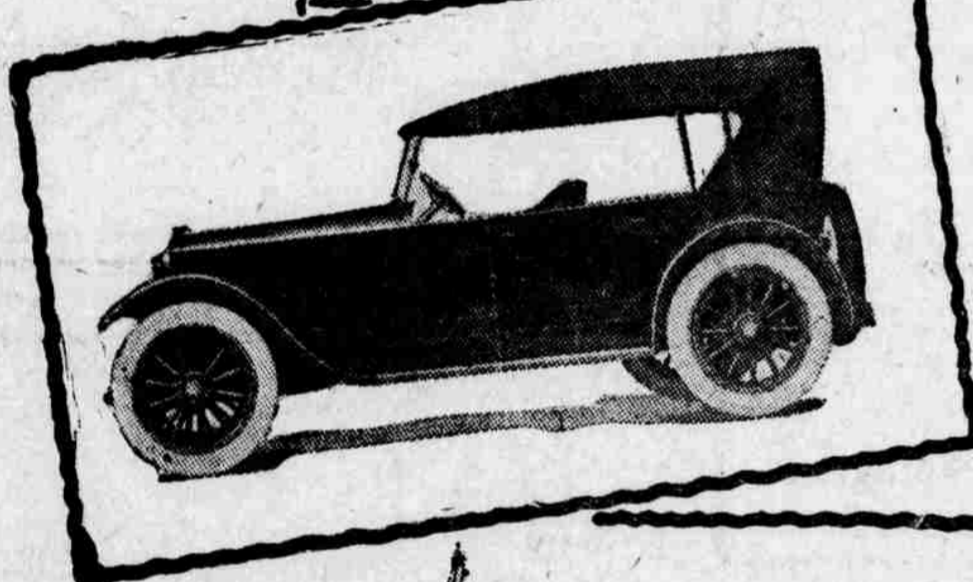
YOU CAN help yourself get one of these valuable awards. You can ONLY do it in one way and that is by having absolute FAITH in your own ability to do it. Be enthusiastic. Your friends and acquaintances will gladly give you subscriptions if they feel that you are out to win—and YOU CAN. You saw an opportunity when you became a member of the Help Yourself Club and that opportunity is not one bit less than it was at that time. It is much better, in fact, for you have a big tally of votes.

Some members will have to put on extra pressure and "pep" to hold their present position, other newer members must put renewed energy into their work to better present positions, but all have an excellent opportunity to secure one of the valuable awards. It all depends upon their own exertions.

As the campaign progresses, many rumors will be spread. In most cases they are inspired by a desire to discourage the ambitious members. Someone will remark that so-and-so told them that so-and-so had so many votes. Quite naturally, at each repetition of the tale, the number of the votes is increased and by the time the story has reached you, you are apparently completely out-voted. When you hear such stories, just figure that a new teller of fairy tales has come to our vicinity. Then forget it.

You personally are not telling others how many votes you have and you may rest assured that others are not—at least not truthfully. Idle gossip is not going to win one of these valuable awards. Undaunted courage and determination will. Just remember your ob-

ject as a member of the Help Yourself Club and that you can best help yourself by a realization that other members do not find subscriptions coming any easier than you do. Your opportunity still exists and there are thirty awards.



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