Worth & Co. Salesmen Urged in Rhyme to Go After Business

OFFSHOOT OF CREDIT FIRM

In poetry, prose and philosophy sales-men of Worth & Co., Inc., were urged to sell its stock.

Fo sail its stock.
Furthermore, little playlets were written in the "ndvice to salesmen" program showing them how to act on all occasions. Worth & Co. is one of the offshoots of the National Guarantee Credit Corporation. The latter was forced into temperary receivership last week. Both concerns were directly disis also gen rat manager of several other companies growing out of the N G.

Literary leanings of the Worth pro-

there and added the following, evi-

Business continues brisk from all parts of the country, and we are grailwhether or not con will be one of sonal estates of Alice E. Nolle, St them. Follow cosety the lines had out. Frances M. R. Donnelly, Shills: F by Worth and you munot dedge sug- both C. Huster, \$50,000, cos. L. Carson, Jr., \$6208

Incidentally, it was apparent by the Letters of administration of the literature that granted in the estate of Spiese was anxious to develop a chain Derrickson, 6000 Race de \$400, hundred offices, with a manager for

each, was neged.
"Fireflies shine only wails in motion." was the battle cry to urge energy in this direction.

Several salesmen who were employed by the credit corporation asserted they were deceived by officials of the com-pany, and assert that the energy former. It used in behalf of the company will now be used to aid the petitioners who brought about the temporary receiver-

ship.
There are other salesmen, however, who assert that all the honor is not on the side of those who are opposing officials of the credit corporation and its

I' is probable that steps will be taken within a day or two by counsel for the receivers. Thomas J. Meagher and Francis M. McAdams, to make the re-

Child, Two, Breaks Legs in Fall Frances Wilson, two years old, daughter of C. Colker Wilson, an in-surance broker of Malvern, received a fracture of both legs vectorias when she fell from a third-floor window in the home of ner grandfatter. Frank Williamson, 2302 Sprace street. She was taken to the Children's Hospital.

How Spiese Put "Pep" Into His Salesmen

'Get a man at his desk where on wen't be interrupted and don't

"Drive home your arguments with carnestness, with fire, with heat. with clenched hands." "There must be fight in your blood and manner. The friendly.

honest kind of fight that wins your man's admiration and not his an-

ou're doing your prospect a favor by calling, and conember you are. You must dominate the situa tent at all times. That it is nevel preliminary to his signing soutene

SHORE GAMBLERS WARNED

moters were discovered today in investigators in looking over the comporation's stacks of papers. One of the most striking is the following poem, said to have been written by one of Spico's best word painters:

"When the bears of reform is about to engulf Ather the investigators in looking over the comporation's uncrining with the appearance of adversional tribuncations and to have been written by one of Spico's four reform leaders, who warm the gambles were Mr. Lloyd George, Austin Chambles word painters:

best word painters:

"When the hoary wap foat is on the itindow.

That's the time to find your prospects all at home.

For the wicked wintey breezes.

With their wealth of counts and success.

With the sing hesitate to count with a success.

All such persons who are at present conducting gambling houses in Atlantic dates the single progress in the successful to counting gambling houses and frequenters prospected.

The only considered the single progress in the successful to counting the counts with the successful to counting gambling houses and frequenters prospected.

The only considered the single progress in the counting of the progress of future conversations, it was said in Sim Foin quarters. It was asserted the counting of the progress of future conversations, it was said in Sim Foin quarters. It was asserted the counting of the progress of future conversations, it was said in Sim Foin quarters. It was asserted the date with questions of detail and that the fundamental principles upon which the fundam

of the country, and we are gratito announce that there will be
'ten thousand dollar men this Schaeffer Christiansburg, Va., S12...

The following wills were admitted a session of the waste conference will be easily to probate: Dennis A. McMoniste announce that there will be general cle. 1924 Race street, \$3420; Ala A.

The following wills were admitted by excellent and the filled and the consultation.

The following wills were admitted by excellent and the following will be excellent and the following will be a general consultation.

The following wills were admitted by excellent and the filled conference will be excellent and the following will be a session of the waste conference will be excellent and the following will be a session of the waste conference will be excellent and the following will be a session of the waste conference will be excellent and the following will be a session of the waste conference will be excellent and the following will be excellent and the following will be a session of the waste conference will be excellent and the following will be excellent. 550 Inventories were filed



40 Choice Mixed Tulips . . . \$1 30 Choice Mixed Narcissus. 81 15 Choice Mixed Hyacinths \$1 Tulips and 15 Narcissus S1

MICHELL'S SEED HOUSE 518-516 Market St.

IRISH CONFERENCES ON AGAIN IN LONDON

London, Nov. 1 - Peace negotiations Reform Leaders Declare Raids Will relays to the Irish delegation. It was conference.

Wills and inventories Filed when they have reached a decision.

only persons in Great Britain today was to increase the belief that in the who know the exact state of the pegowho know the exact state of the nego-tiations. The number of men actually engaged in the discussions was reduced by Lloyd George, partly because he felt that four could deal more easily with each other than would be possible if ten were engaged in the conference, the tide of the nego-with each other than would be possible if ten were engaged in the conference, the tide of the nego-parliamentary correspondent said today,

Continue Peace Negotiations

Inquiries in Irish quarters today showed that Mr. Lloyd George's address showed that Mr. Lloyd George's address ures necessary to overwhelm the Sinn Fein, and would resign.

RAPID PROGRESS EXPECTED

RAPID PROGRESS EXPECTED

Symmetric formula in Irish quarters today showed that Mr. Lloyd George's address ures necessary to overwhelm the Sinn Fein, and would resign.

It was suggested elsewhere that Parliament was so sure to give the Government full power to conduct a war on the suggested elsewhere that precipitating a hitch. Sinn Feiners liament was so sure to give the Government full power to conduct a war or open to conduct a war opan to the Sinn Fein that an election was unnecessary. The that an election was unnecessary to overwhelm the Sinn There is a certain rigidity about a with Daugherty and Weeks. Mr. Hughes before me and nothing to do but to apply them."

There is a certain rigidity about a mind of this sort. When you prepare your case in advance too thoroughly you are like the player who sets his hands was unnecessary. The like to have the facts and the principle to the player and Daugherty and Weeks. Mr. Hughes with Daugherty and Weeks. Mr. Hughes with Daugherty and to apply them."

There is a certain rigidity about a mind of this sort. When you prepare your case in advance too thoroughly you are like the player who sets his hands with Daugherty and Weeks. Mr. Hughes with the single them."

It was suggested elsewhere that Parliament was so sure to give the Government full power to conduct a war open to the fact of the player who sets his hands with Daugherty and Weeks. Mr. Hard-with the player wi

In addition Llord George did not between representatives of the British force the ellegiance issue more strongly flowernment and delegates of the Dail Eireann were resumed at the official home of Prime Minister Loyd George today. Michael Collins and Arthur naval security, payment of debts and Griffith, representing the Dail Eireann, arrived in Dewaling street at 11 collects.

thur naval security, parment of debts and annual manual manual security, parment of debts and annual manual security, parment of debts and annual security, parment of debts and that it would be annual security, parment of debts and the second security, parment of debts and that it would be second security, parment of debts and that it would be second security, parment of debts and that it would be second security, parment of debts and that it would be second security, parment of debts and that it would be second second security, parment of debts and that it would be second sec Follow Unless They Close Doors
Atlantic City, Nev 1 - Another tidal
wave of reform is about to engule Atthirty five minutes, it was stated that
Minister's weighty reference in his adMinister's weighty reference in his ad-

on many hearers and a considerable section of the press that the outlook was almost hopeless, while optimists were unable to gather any strength for their It is compile that these four are the confidence. One effect of the speech on the lobbies of the House of Commons

MANN & DILKS

Ladies' and Misses'

Tailored Suits

17.75

parliamentary correspondent said today, that if Ulster continued her aloof at-In addition, it was said today, information was divulged after earlier meetings, and this brought a vigorous protest from the Sinn Fein delegates. Since the number of negotiators was reduced the leakage of news has ceased.

Inquiries in Irish quarters today to the single formation was said today, information was divulged after earlier meetitude, Lloyd George, feeling bound by his pledges, would refuse to carry out his plan to introduce legislation which would modify the position of the Ulster government. It was said be would also decline to undertake the military measurement.

> ernment full power to conduct a war against the Sinn Fein that an election was unnecessary. The opinion was offered and the hope was expressed that the Dail Eireann would accept the Prime Minister's words as an indicathe Dail Eireann would accept the Prime Minister's words as an indication that Southern Ireland had nothing to gain by an unyielding refusal to reach a settlement, and that it would man nature. A conference is a great

Auto Runs Down Six-Year-Old Boy
Neil MacNeal, six years old, of 1644
North Sixty-first street, was, struck
by an automobile near his home last
night and badly hurt. He was taken to
the West Philadelphia Homeopathic
Hospital, The driver, Clarence L. Dickinson, of Fifty-fifth and Irving streets, inson, of Fifty-fifth and Irving streets,

Widow Dead in Gas-Filled Room found dead in her room last night which was filled with gas. The hose that ran from the gas fixture to a reading lamp was disconnected. Police are doubtful it was a case of suicide and are inclined to believe the gas connection was loosened accidentally. posened accidentally.

Views Arms Parley

Continued from Page One

law and logic as much as Hughes loves them, but both are intellectuals.

I have quoted before what the Sections of State said to me when he was on the Supreme bench, but I am going the lacts and apply the last said to me when he was on the Supreme bench, but I am going the lacts and apply the last saying things better than anybody else, makes him the lead-ing force. He always sums up. The others are rather inarticulate like Mellen and Hoover and Davis, or they only the last saying the lacts and apply the last saying the lacts and apply the last saying things better than anybody else, makes him the lead-ing force. He always sums up. The to repeat it, because it is the key to his talk like Hays and Daugherty and attitude. "I like the bench." he said. Weeks. Mr. Hughes speaks. Mr. Hard-

His career as Secretary of State has been one series of triumphs, apart from the victory of the Sounte when it took Mrs. Mary Berger, fifty years old, a the heart out of his German treaty by widow, who lived at the boarding house reserving to Congress the decision of Max Stein, 621 Perth street, was whether the United States should be

For the rest, Mr. Hughes has been

immensely successful. In the popular mind much satisfaction with the Ad-With Legal Mind
ministration exists and it centers around the Cabinet, and it is Mr. Hughes who has impressed the Cabinet upon the country. In Cabinet discussions his gift for grasping the facts and applying the principles and for saying things better the both are intellectuals.

Hays has the art, but, he is a minor poet about himself. Mr. Hoover is a listinguished amateur of publicity.

The Secretary of State has the grand

the American press, but any press that desires to come and hear him. There is power in getting one's own story of what happens always before the world. Mr. Hughes will have that pewer.

Women Hold Rally Tonight

The Women's Democratic Com-The Women's Democratic Committee of the Thirty-ninth Ward, will hold a rally tonight in Toner's Hall, Ninth and Jackson streets. The candidates for office will address the meeting as well as the leaders in the Women's Democratic County Committee.

Deliaware Hospital yesterday from the effects of two bullet wounds in the head. Mr. Hearne shot himself at his home in Middletown a week ago. He was sixty-one years old. Illness that brought on nervous prostration was the cause of his act.

Deaths of a Day FRANK H. FLEER

Millionaire Chewing Gum Manufacturer Dies in South Frank H. Fleer, millionaire chewing

night of apoplexy at his country estate Thomasville near Charlotte; N. C. at Thomasville near Charlotte; N. C. He was sixty-five years of age.
Mr. Fleer and Miss Willie Jenkins, of Gastonia, near Charlotte, were married last July in the home of the bride's parents. For a wedding trip they motored to this city. The wedding was a surprise to Mr. Fleer's friends because of the difference in ages of the bride and bridegroom, the present Mrs. Fleer being in her thirties. Mr. Fleer's first wife died a little more than a year ago.

than a year ago.

The manufacturer founded the com-

out to be his conference, instead of Mr. Lloyd George's, as most well-informed perpetitions. He makes the most of them, pertunity. He makes the most of them, pertunity. He makes the most of them, to died yesterday at her home, 32 pertunity. The force of his intellect, the purity of his character, his extrated the purity of his character, his extrated the purity of list character, his extrated the purity of his character, his extrated the most of the weeks after the death of her husband, and her husband his extrated the purity hi Mrs. Graves was sixty-six years old.

Edward D. Hearne

Wilmington, Del., Nov. 1 .- Edward D. Hearne, former auditor of the State epartment at Washington, died at Delaware Hospital yesterday from the effects of two bullet wounds in the



Out today New Victor Records November 1921

_					_
	Made of M. II.	Number	Size	Price	
	Mother of My Heart (a) Ftude in C Flat Major (On 10 No. 5) Frances Ald			\$1.25	
	(a) winds in G Flat Major (Op. 10, No. 5)	- 01000	10	41.20	
	(Cp. 20, 110. 3) (Chopin) Plano	t 64989	10	1 25	
	Maturata (Morning Song)	64000	10	1.25	
	Qualtet in Pa Major Casal Avitato (Schumann)		10	1.25	
	Love's Messenger Waltz (Messagero Amorora)		12	1.75 1.25	
	Mefistofele—Giunto sul passo estremo (Epilogue—Nearing the End of Life) Beniamino Gig	i 64991	10	1.25	
	Sérénade Mélancolique Violin Line Violin Deniamino Gig	i 64942	10	1.25	
	To Spring		12	1.75	
	Fugene Ontein Air di I ambi		10	1.25	
			12	1.75	
	Summbonia Dath Ations Manual C. I	64994	10	1.25	
	Sparke (Filestia) Disconstitution of the street of the str	74713	12	1.75	
	Wishing Mile of Edick and Tr	f 64995	10	1.25	
	Lucy Isabelle Mars	1)			
	The Old Road Lucy Isabelle Mars	45253	10	1.00	
	The Old Road	. 5			
	M. I. II	45254	10	1.00	
	Dangerous Divesrox irot	15			
	note: Garden Dides 101 1101	18798	10	.85	
	A TO GOT THE SOIS	. 1			
			10	.85	
		` {			
		18800	10	.85	
	Doubt See 18108—Wedley Fox 1 rot	3		.00	
	Rosy Cheeks—Fox Trot	18801	10	.85	
	All Stee Two and Tri.		10	.03	
	Too-Ploo - Pox I rot	18802	10	.85	
	Sweet Lady—Medley Fox Trot Paul Whiteman and His Onthestra	12000	10	.03	
	Say It With Music—Fox Trot	18803	10	.85	
	It Must Be Someone Like You—Fox Trot		10	.03	
	When the Sun Case Dawn E. T.	18804	10	0.00	
	When the Honeymoon Was Over		10	.85	
	Jealous of You	18805	10		
	William Robyn		10	.85	
	Remember the Rose	10000	4.00		
	T 1 M . CI	18806	10	.85	
	Plantation I Dainart and Criterion Tric	1,000	-	7232	
	Some Blessed Day	10001	10	.85	
	The Wayside Cross Criterion Quartet	1	20		
	Criterion Quarter	\$ T000Q	10	.85	
	Oh I and Phil Ohman	5			
	Victor Arden and Phil Ohman	J 10003	10	.85	
	in the Old Town Hall Billy Murray-Ed Smalle	•			
	Billy Murray	18810	10	.85	
_	Daily Multay	J		-	

VICTOR TALKING MACHINE COMPANY

Camden, New Jersey

Tyrol Wool is dependable in quality and in make. Models and fabrics are the best to be MANN & DILKS 1102 CHESTNUT STREET

A Real Shoe Sale Dalsimer Dalsimer

2500 Pairs of \$10 & \$12 SHOES

THIS offer answers all who are still wondering about lower price-Determined to an the pace Dalaimer offer: the solower price values that umpel every man who ends new footwear to take notice and share n this sale



English Lasts and Brogue Effects

Genuine Cordovan—Glasgow Grain—Tan Calf



regrets the proopinion, which is su

difficult the enforcing

espect for the law," to the First Baptist Cl

THE opportunity of the season! Every dollar you put in these shoes gives dollar - for dollar value. Prices are down to a rock-bottom basis - costs ignored profits sacrificed!! See the shoes displayed in our windows-and you will realize the savings.

THE BIG SHOE STORE

Four Floors With Seating Capacity for 800 Men, Women, Misses, Boys and Children 1204-06-08 Market Street

Medium-Weight 75c-Wool Sox In wanted heather shades.