

Never Mind How Strong You Are-What d'ye Know? That's the point-"What d've KNOW?" To-day it's a battle of wits-and brains win Muscle and brawn don't count so much as they used to.

In the fight for good jobs and big salaries it's brains -not brawn-that win. "What d'ye KNOW?" is the one great question that draws the line between defeat and victory-between "wages" and "salary"-between you and the Boss.

What do YOU know? Are YOU so expert in some line of work that you can "make good" as a foreman, superintendent, or manager? If not, why don't you mark and mail the attached coupon and permit the International Correspondence Schools to show you how you CAN "make good" on a big job?

For 23 years the I. C. S. have been showing men how to do better work and earn bigger salaries. Every month over 400 students write of promotions or salary increases through I. C. 5. training. What the I. C. S. are doing for these men they can

students write of promotions or salary increases through I. C.
S. training. What the I. C. S. are doing for these men they can do for YOU.
No matter where you live, how old you are, what hours you work, or how limited your education—If you can read and write and are ambitious to learn the I. C. S. can train you in your own home, during your spare time, for a more important and better-paying position.
Mark and mail the attached coupon—it won't obligate you in the least—and the I. C. S. will show you how you can acquire this salary-raising ability by their simple and easy methods.

It will cost you nothing to investigate—it may cost a life-time of remorse if you don't. Mark and Mail the Coupon NOW.

## INTERNATIONAL CORRESPONDENCE SCHOOLS

Box 1331, Scranton, Pa.

Please explain without any obligation to me how I can qual-ify for the position before which I mark X.

Electrical Engineer Electric Wireman Tel. & Tel. Engineer Architeet Architectural Draftaman Structural Engineer Building Contractor Concrete Construction Mechnical Engineer	Mechanical Drafts Refrigeration Engineer Civil Engineer Loco. Fireman & Eng. Civil Service Railway Mail Clerk Bookkeeping Steno. & Typewriting Window Triuming	Show Card Writing Advertising Salesmanship Teacher English Branches Agriculture Poultry Farming Plamb. & Steam Fit, Chemistry Automobile Running
	eis	
City	State	
Present Occupation		

Aunt Este's Stories For Children

My dear little ones: Have you ever wondered just why that old "Baa.baa black sheep" had some wool for the little boy who lived in the lane? Well, listen closely, if you have, to the story of Well, listen closely, if you have, to the story of

## THE LITTLE BLACK SHEEP AND THE LITTLE LAME BOY

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and every spring when the halt calls with the first state of the state

ble Compound will help you, write to Lydia E. Pinkham Medicine Co. (confidential) Lynn, Mass., for advice. Your letter will be opened, read and answered by a woman. and held in strict confidence.

