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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 ot brawn—that win. "What d'ye KNOW?" is the -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 L.C. S. have been showing men how to do better work and earn bigger malaries. Every month over 400 students write of promotions of salary increases through L.C. S. training. What the L.C. S. are doing for these men they can 8. training.

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 L C. S. can train you in your own kyme, 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 cimple and easy methods.

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

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Concrete Construction Mechanical Engineer Name	Steno. & Typewriting	Plumb. & Steam Plk. Chemisty Automobile Running
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