

any topic. As a friend, old boy, I advise you to send for circular (no obligation) and valuable free Art Picture to:—

SHORTCUT EDUCATIONAL PUB. CO.  
Desk WA Sandpit, Iowa.

### ARE YOU A 100 PERCENTER OR A 10 PERCENTER?

Babbitt was again without a canon which would enable him to speak with authority. Nothing in motoring or real estate had indicated what a Solid Citizen and Regular Fellow ought to think about culture by mail. He began with hesitation:

"Well — sounds as if it covered the ground. It certainly is a fine thing to be able to orate. I've sometimes thought I had a little talent that way myself, and I know darn well that one reason why a fourflushing old back-number like Chan Mott can get away with it in real estate is just because he can make a good talk, even when he hasn't got a doggone thing to say! And it certainly is pretty cute the way they get out all these courses on various topics and subjects nowadays. I'll tell you, though No need to blow in a lot of good money on this stuff when you can get a first-rate course in eloquence and English and all that right in your own school — and one of the biggest school buildings in the entire country!"

"That's so," said Mrs. Babbitt comfortably, while Ted complained:

"Yuh, but Dad, they just teach a lot of old junk that isn't any practical use — except the manual training and typewriting and basketball and dancing — and in these correspondence-courses, gee, you can get all kinds of stuff that would come in handy. Say, listen to this one:

### CAN YOU PLAY A MAN'S PART?

If you are walking with your mother, sister or best girl and some one passes a slighting remark or uses improper language, won't you be ashamed if you can't take her part? Well, can you?

We teach boxing and self-defence by mail. Many pupils have written saying that after a few lessons they've out-boxed bigger and heavier opponents. The lessons start with simple movements practised before your mirror — holding out your hand for a coin, the breast-stroke in swimming, etc. Before you realize it you are striking scientifically, ducking, guarding and feinting, just as if you had a real opponent before you.

### MESSAGE OF MIKE MONDAY

(Prototyp ist der bekannte *Billy Sunday*, populärer Prediger und Baseballspieler in Amerika.)

"Rev. Mr. Monday, the Prophet with a Punch, has shown that he is the world's greatest salesman of salvation, and that by efficient organization the overhead of spiritual regeneration may be kept down to an unprecedented rockbottom basis. He has converted over two hundred thousand lost and priceless souls at an avergae cost of less than ten dollars a head."