The report lunch. "Don't frighten her—let her give her thou-
sand, then canvass her again next week. She's good for five
more." Just two extended committees heads discussing a rich
prospect across Mr. Doule, the minister, who is busy for the
moment with a mouthful of hard roll and can't join in.

"I'm sorry, but I've al-
ready been approached for
a subscription." This love-
ly lady has just come in, but
she's making believe she's on the point of going
gut, so the canvasser won't
even get inside the door.
This is known as the in-
delicate relax, and is a
great trial to workers for
the titter.

The junior big gifts committee workers. "Remember, Beessie,
to stress the sentiment." "I can't, Mrs. Ivins. I get crying
myself and it makes my eyes and nose all red, and they just
show me out!"

The get-together lunch. This lunch, held in the Daffodil room of the Hotel Silk, is for the purpose of getting all
the workers to know each other. So that hereafter when two workers for the cause meet in public, they
will not try to get a donation one from the other, knowing it
is the same two. Others are in the front row across, Standing
frente like helpfully behind them are Mr. Earl Henty (Ye Arcade Flower Shoppe), Mr. Paul Bicgrove (Bicgrove &
Haig, hardwareman), and the Reverend Tobias Barchell of the charity committee. (Earl, the racist, is trying
to shock Tobias with a naughty story and Tobias is laughing heartily, although he heard the story years ago
at divinity school. From now on Earl is going to say: "That boy barchell is a regular guy; yes, sir, he laughed
fit to bust when I told him the one about the old maid and the upper berth.")

Big business. Mr. Roddell of the big gifts delegation has
been appointed to approach a big business interest. He's
seeing more other than the personal secretary and man
of affairs to Adolf P. Win-
terbottom, and it's a ticklish
job. Mr. Roddell is trying to
be winsome and sincere (see
printed advice to workers)
yet beware the quick giver, which would mean a twenty-five dollar donation.
In the doorway Miss Pearl
Ivory is ready and waiting to
say, "You're wanted in con-
ference." If the personal sec-
tetary needs assistance.

The dynamic chairman. "Now then,
men," urges the chairman of the get-
together meeting of the workers who are soliciting for an endowed home for aged
and infirm Girl Guides who grow old
and rheumatic and can't be ned down by a
campfire any more, "let's put this thing
over and show the world that the town
of Neuman never forgets! And now I'm
going to hand out the master lists and the
prospect cards. And on these prospect
cards will be found a personal story of
each prospect, his idiosyncrasies, his
petty faults, and data relative to his
bank balance, home furnishings, sex ap-
pel, and thieves. It is well, when calling
on a prospect, to refer to these cards at
all times. And remember, folks, the
to door to success is labeled "Push!" I
thank you.

The lieutenant workers. Members of the canvass-
ing squad usually travel in pairs. Should a worker
run short of breath while wheeling a maximum
gift from a prospect (a maximum gift is any-
ting over what the prospect is thought to be
able to give), her running man can take up
the argument from that point,
and in this way prevent
does prospect from answer-
ning back, which is always
bad business. After touch-
ing lightly on patriotism,
civic pride and sentiment,
the worker says weekly,
"You are on our list for
fifty dollars" (long pause),
"and fifty dollars annual-
ly for just a few years.
"Then when the prospect
has come across on the
dotted line it is well to
add, "And, of course, if
you have passed on be-
fore the final payment,
we will be glad to use
the estate.

The repeat call. Edgar has a cold in the head and has lost his
handkerchief. It's going to ruin his sales personality on this
repeat call.