

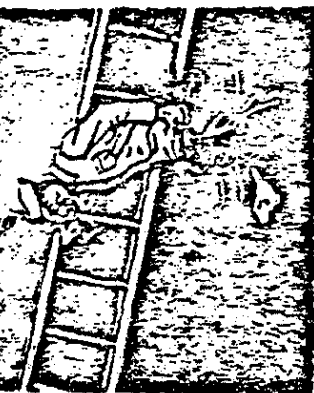
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NLI 110038

Keeping Busy
Year Round



All around you are houses that need painting

Year after year master painters get results like these

Painting business always represented big profit before and after war. There are empty houses all over the country. The Never Fail Plan is the only plan that makes it possible for you to get the money you need now. The Never Fail Plan is the only plan that makes it possible for you to get the money you need now.

Bury All Summer

Make it the best of both worlds. You can get the money you need now. The Never Fail Plan is the only plan that makes it possible for you to get the money you need now.

Bury All Winter

Make it the best of both worlds. You can get the money you need now. The Never Fail Plan is the only plan that makes it possible for you to get the money you need now.

Bury All Christmas

Make it the best of both worlds. You can get the money you need now. The Never Fail Plan is the only plan that makes it possible for you to get the money you need now.

Bury All Christmas

Make it the best of both worlds. You can get the money you need now. The Never Fail Plan is the only plan that makes it possible for you to get the money you need now.

Each \$1,000

Make it the best of both worlds. You can get the money you need now. The Never Fail Plan is the only plan that makes it possible for you to get the money you need now.

Get 50 Per Cent

Make it the best of both worlds. You can get the money you need now. The Never Fail Plan is the only plan that makes it possible for you to get the money you need now.

6 out of 10

Make it the best of both worlds. You can get the money you need now. The Never Fail Plan is the only plan that makes it possible for you to get the money you need now.

7 out of 10

Make it the best of both worlds. You can get the money you need now. The Never Fail Plan is the only plan that makes it possible for you to get the money you need now.

Get these contracts—keep busy and your profits will come in the year 'round

EVERY town has its share of houses that need painting. The property owner knows that eventually he must replace the old paint with new.

This is your chance.

Possibly the owner of that rather shabby house is wondering right now where he can secure a good painter. Let the Never Fail Plan tell him about you. Or perhaps he has not quite decided when to paint. Let the Never Fail Plan convince him that he should have it done now.

With the NEVER FAIL PLAN to help you, you can lick the off-season bugaboo

Off-seasons are largely a state of mind. Much has been done already to convince the public in general that painting can be done at other times than spring and fall. Cash in on this effort by using the Never Fail Plan in slack seasons among your prospective customers. Or use it during the spring and fall to get enough jobs to keep you busy during the off-seasons.

Read opposite how other painters have overcome the off-season bugaboo. They succeeded with the Never Fail Plan and so will you.



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The NEVER FAIL PLAN has been a business getter for nineteen years ~



Select the names of ten prospects

Write down on one of the blanks on the opposite page — the 1 if you want the plan and money any day at all; the 2 if you want money later in the year. This card is the key to success.



We tell them about good paint and painting

Get the facts that want to know — the facts they need for an intelligent decision of paint quality. The facts are that had been to give the customer to get the paint who orders from us.



You bank the profits

Get the facts that want to know — the facts they need for an intelligent decision of paint quality. The facts are that had been to give the customer to get the paint who orders from us.

THE Never Fail Plan passed the try-out stage long ago. Its successes have been so many and so regular that they can almost be taken for granted. Certainly the painter who puts the Never Fail Plan to work is employing one of the most effective advertising ideas that has ever been created. The best part of it all is that so little effort is required to land jobs with the help of the Never Fail Plan — a mere fraction of the effort needed to land them unaided.

What you do — is simple indeed. The first step is to fill out one of the blanks on the opposite page. Use the one which meets your needs. If you want the Never Fail Plan to start immediately, use blank No. 1. If you are busy just now and want to keep busy right along, use blank No. 2 and put down the date you desire the plan to start. We will see that it is put into operation for you on that date without further attention on your part and you will be notified when it starts.

The important thing is to write down the names now. If you haven't enough names in mind, they are easy to get. Pick out the shabby houses around you. Their owners are real prospects. Write down their names and send them in. You will be glad you did it when the jobs start coming your way. When the names come in, we will send you full details of the Never Fail Plan.

Hundreds of painters can tell you how well it works. As K. R. Van Story of Greenville, N. C. writes — "My advice to every painter who is finding work hard to get is to send a Never Fail Plan list to you and I can guarantee he will have more than he can handle alone within a very short time — provided he sends in a good list and is sure his prospects' houses are in real need of paint."

This is straight-from-the-shoulder advice from a real painter who knows what the Never Fail Plan will do. You have nothing to lose — everything to gain. Let the Never Fail Plan help you.



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**1 If you want us to start the
NEVER FAIL PLAN
immediately, use this blank**

Below are names and addresses of property owners
whose houses need painting. Put the Never Fail Plan
to work on them for me as soon as you receive this
list. I promise that Dutch Boy white lead will be
used on all contracts which the Never Fail Plan lands.

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10

(Sign your name and address below, enclose in en-
velope and mail first-class postage.)

Name

Street and Number

City

State

**2 If you want us to start the
NEVER FAIL PLAN
later, use this blank**

Below are names and addresses of property owners
whose houses need painting. Put the Never Fail Plan
to work for me on this date:

Put on this date when it is due:
I promise that Dutch Boy white lead will be used on
all contracts which the Never Fail Plan lands.

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10

(Sign your name and address below, enclose in en-
velope and mail first-class postage.)

Name

Street and Number

City

State

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What materials do you use?	What materials do you use?
On Exterior Walls.....	On Exterior Walls.....
On Interior Walls.....	On Interior Walls.....
From whom do you buy your asbestos?	From whom do you buy your asbestos?
Name.....	Name.....
Address.....	Address.....