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An opportunity for clerks who sell S.W.P.

The Sherwin-Williams Co. wants articles on How to "Sell The Sherwin-Williams Paints Successfully." They offer three prizes of \$25, \$15, and \$10 for the three best articles written by clerks in their agents' stores. See the February issue of THE S.W.P. for full particulars. The contest closes March 15th and all Mss. must be in on or before that date. Address:

THE S.W.P. PRIZE CONTEST,

601 CANAL ROAD, N.W.

CLEVELAND, OHIO

E:68 A7 1831

NOTE—Fill out this blank properly and send it to us with your Mss. *Do not send Mss. rolled.*

Name of Contestant.....

Address

THE SHERWIN-WILLIAMS CO.

Gentlemen:—This is to certify that.....
a clerk in our employ, has written the enclosed article.

Name.....

Date.....1907. S.W. P. Agents at.....

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E168 A7 1831

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PROSPECTIVE ORDERS

"The way to get business is to go after it."

THE SHERWIN-WILLIAMS CO.

Gentlemen:—Below are lists of persons who will paint their property this season, and of those whose property needs painting badly. Please go after them with your letters and advertising.

Name.....

Agent at..... State.....

NAMES OF THOSE WHO INTEND TO PAINT

Persons named below get their mail at Post Office	WILL PAINT (State nature of job)

NAMES OF THOSE WHO OUGHT TO PAINT

Persons named below get their mail at POST OFFICE	SHOULD BE PAINTED (State nature of job)

NAMES OF PROPERTY OWNERS WHO HAVE USED S. W. P.

We want here the names of the most influential Property Owners *who have used S. W. P.* We will cite these instances in our letters. We can't get a better argument than a house painted with S.W.P.

*If you need more
blanks send for them*

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