


## 

## Stop Worrying-Hire a Collector

Credit is the one thing that has caused more failures in business than any other

Not because credit is wrong, but because it is extended too long.
Jobbers sell to you, Mr. Merchant, and state in their invoices just when payment is to be made. But you must sell these same goods to your customers often without knowing just when the bill will ever be paid.

Figure up how much you have on the ledger now that has passed the 30-day mark

You probably know the amount only too well
You have sent the clerk out in the afternoon have even gone yourself.

But don't worry about it any longer.
Insert a want ad in the paper tomorrow and hire a collector.
There are many bright, hustling roung men in the city who will be glad to devote either part of their time or all of it to collecting those old accounts.

Give him a percentage on all he collects and it won't be long before ur lis ot over-due bills has dwindled down to at respectable figure.
A collector on commission simply must collect--and he will work far harder than you or the clerk ever did. Try it.

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