

An Opportunity

To Engage in a Wonderful

NEW LIFE WORK

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This Opportunity Will Be Eagerly Grasped by Those Not Satisfied With Their Present Income or Work.

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All round you, no matter what you do for a living, are men and women who are hungry for the truths of the great God-Law as revealed by "PSYCHIANA." This amazing philosophy has girdled the globe with a band of hope. It has brought anew to thousands of hearts, the peace, contentment, happiness and power every normal life should have. Through its ministry, for the first time in the history of America, men and women are learning who and what God really is, and what this Spiritual Power can do for men and women here and now. And that's what they are interested in.

You come in contact with scores of these good folks every day. Perhaps you work next to them. If you are a housewife, you have these good folks all round you—all hungry for the Truths of the Great Life-Spirit. Now if you are not satisfied with either your work or your financial situation, the opportunity I am going to give you will appeal. It will appeal for more than one reason. FIRST—It will be giving you the chance to do work you will like, which work brings its own reward. You will be calling to the attention of men and women the liberating Truth which can bring to them the dawn of a new day. SECOND—You will be absolutely independent in this work. You will not be dependent upon anyone for "wages" but your earnings will be a matter for you to decide how great they shall be. THIRD—You will be helping to hasten the day when men and women will cast aside all religious superstition, and live as they should live—in the Power of the Realm of the great Life-Spirit which is God.

This philosophy appeals to 90 per cent of all who hear about it. It is winning its way round the world. I need several thousand Students who can and will devote either part time or all time to this great work, and those who can do this may have a future of their own making. It may take a little effort, but if you are not prepared to give that, then don't apply for appointment as a "PSYCHIANA" Representative. Nothing in this life is achieved without effort and if you think it is you are deluding yourself.

This is how you can make your own future—by simply telling others around you of the new revelation of God being given to the world by Dr. Frank B. Robinson of Moscow, Idaho. Your friends will, in all probability, thank you for bringing this Teaching to their attention. So, probably, will everyone else whom you enroll as a Student. It makes no difference where you work, or if you are out of work, the plan I have drawn up should very shortly give you an abundance of finances, and it will do so if you will do as I ask you to do. I know how hungry men and women are for the truth. All you have to do is to tell them what the truth is. And the best method to do that is by the personal contact method. If you can only work part time, your reward will be proportionately to the hours you work. If you can work full time, there is no reason why you should not be an outstanding member of society in your community, with all the money you need at your disposal. You probably are dissatisfied with your present earnings. Then this may very easily be the one opportunity you have hoped would arise. Here it is. Read the next page carefully. Then act.

H O W

It Can Be Done

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We will supply you with as many copies of our Free Lecture as you want, at the nominal price of \$2.00 a hundred. Each Lecture will contain a special enrollment blank. Start out, whether part time or full time, and call the attention of people to this Teaching. You might ask them if they have heard of the God-Law, being taught by me, and what it can do for them here and now. There are a thousand and one different approaches you can use. Then, after you have secured attention, leave the interested party a copy of the Free Lecture, asking him or her to read it, and telling them that you will see them in a few days and find out what they think about it. Then, secure the signed enrollment blank and send it in to us with the initial dollar, if the party has enrolled under the deferred payment system, which most of them will. Where the \$20.00 cash price is received, you receive \$6.50.

Let each contact be individual. KEEP DEFINITE TRACK IN A BOOK OF THE NAME AND ADDRESS OF EVERYONE TO WHOM YOU GIVE THE FREE LECTURE. Then make your later call, and, if necessary, use your selling ability to enroll these good folks as Students. If you will call on, say 50 people daily, and that should be easy if you are working full time, you should be able to enroll ten per cent and more as Students. Through the mail, and without any personal contact at all, I enroll a far greater percentage than that, and if I can do it by mail, surely you can do it by the personal contact method.

You can adopt the house-to-house method in a very dignified manner, or you can choose those upon whom you call. Every business man in every city, and everyone who works should be a prospect, and IS a prospect if you can make the proper presentation to them. At any rate, the Big Lecture itself will doubtless interest everyone who reads it, and certainly you should be able to see at least 50 people daily. If you will do this, I think the law of averages will insure you ten per cent sales, and if it does, you are on easy street, as the figures given on another page will show. If I were you I would get some cards printed stating your name and address and phone number, and having the words, "PSYCHIANA" REPRESENTATIVE, printed in larger type in the middle of the card. You can also run a card in your local paper, stating that you are a Sales Agent for "PSYCHIANA." This Teaching is causing more discussion than you have ever dreamed of, and I'm certain that the big Lecture will hold the interest of everyone who reads it. So you see, it's not going to be so difficult after all. Surely you would do an honest day's work if by so doing you could earn more than you have ever earned before, wouldn't you? Of course you would. Well, for those who are not afraid of work, and those who wish to devote their lives to this Teaching, this is an exceptional opportunity. I know what people want. I know how they are talking about "PSYCHIANA." But we need more representatives, and therefore the opportunity is indeed great. With the Power of the Spirit of God in you, and its Power at your disposal, nothing should hinder you from putting yourself on easy street in the next few years. I can go out and do it. I can even do it without any personal contact. What should you not be able to do, calling on and speaking personally to people. I don't think it's possible for any intelligent man or woman to make 50 calls daily without securing five enrollments. But even if half that many are secured, the reward is great.

Now a few details as to how you will operate. First secure from us as many Free Lectures with application blanks as you feel you will need. I should say at least 500 or 1,000 to start. We supply these at \$2.00 a hundred. As soon as you call back and secure the enrollment fee of \$1.00, send this to us with the signed application. Your commission will come back to you by return mail. We mail all Lessons and send all bills out, and the beauty of it all is, that your total commission on each sale you make is more than \$9.00.

How Commissions Mount

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The following figures show what can be done by those who are in earnest and actually mean business and will really work. And it's pleasant work, too.

Suppose you leave the Free Lecture with 50 people daily, and enroll 5 out of that 50 a few days later. That's ten per cent. Here is what your commissions would be if all enrolled under the deferred payment plan and if all made their payments in full.

5 enrollments daily for 30 days would be 150 a month. The commission on the initial dollar would be 33c or \$49.50 on the 150 enrollments. The payments to us are \$2.25 monthly for 12 months, making a total of \$28.00. YOU DRAW COMMISSION ON ALL PAYMENTS MADE TO US IN ADDITION TO THE FIRST INITIAL DOLLAR. This means that out of every monthly payment made to us of \$2.25, you would receive 75c, and, there being 12 payments before the Teaching is completed, it means on each enrollment you would receive the sum of \$9.33, payable to you in monthly sums of 75c as the payments of \$2.25 are made to us. In reality, and if the enrolled Students finish the Course, you receive \$9.33 over a period of 12 months. Now if you enroll 150 Students a month, multiply this sum by \$9.33 and you have the sum of \$1,399.50 earned and coming to you over a period of 12 months as the payments are made to us. Not all Students complete their payments, but enough of them do to make this opportunity very much worth while. Now suppose you continue to enroll 150 a month for 12 months—you see what you have earned? Multiply the last sum by 12 and you have \$16,794.00 for that year earned, and paid to you as we receive it. Are you making that much now? I don't think you are. And you're probably working a lot harder than you would have to work as a Representative of "PSYCHIANA."

Now suppose you only enroll 1 Student daily, divide the above sum by 5 and you have the sum of \$3,358.00 plus, and that's about \$279.00 a month. And all for only 1 enrollment daily for 360 days. Don't you think this is an opportunity worth taking immediately? I do. Now suppose you make 3 enrollments daily, what have you? Well—multiply the above figures by three and you have the sum of more than \$10,000.00 a year. Could you use that sum? Is it worth working for? I think it is.

Now the above figures do NOT take into consideration the books we have for sale, and the commission of one-third applies on them also. So you see what an opportunity this is, and I suggest that you send for a goodly supply of the Free Lectures at once. REMEMBER—We mail the Lessons. We do the collecting of the payments. Every once in a while we have to make a refund, but not often. In the case where you have made an enrollment which has to be refunded, the amount refunded will be charged proportionately against your account.

THERE ISN'T MUCH MORE I CAN SAY TO YOU. I'M GIVING EVERY STUDENT AN OPPORTUNITY TO MAKE HIM OR HERSELF FINANCIALLY INDEPENDENT, AND THOSE WHO MAKE THE BEST RETURNS WILL HAVE ALL THE TERRITORY THEY CAN HANDLE. I AM WRITING THIS OFFER PERSONALLY TO YOU, AND IF YOU BEGIN AT ONCE, YOUR FUTURE MAY BE VERY ROSY. THERE IS ONLY ONE "PSYCHIANA" AND WE HAVE NOT SCRATCHED THE SURFACE YET. I BELIEVE THIS TEACHING IS DESTINED TO BECOME THE GREATEST RELIGIOUS TEACHING THE WORLD HAS EVER KNOWN. SO MAKE UP YOUR MIND, AND BEGIN IMMEDIATELY.

A Few Points to Remember



- FIRST:** Plan your day. As soon as your supply of Free Lectures arrives, start out with a definite plan in mind who you are going to call on. If you are going from business house to business house, or from home to home, get it definitely fixed in your mind where you are going before you start. Have your address book in your pocket.
- SECOND:** Be as friendly and refined on these calls as you can be. Be in earnest. Let the prospect see that you know what you are talking about, and leave the Lecture, asking him or her to read it, and telling them you will call back in a few days and see them again. Leave the application blank inside the Lecture with the prospect.
- THIRD:** Meet at least 50 people daily, and give away this number of Free Lectures. Tell them what "PSYCHIANA" is accomplishing in human lives, but get the Lecture into their hands, and get their promise to read it. If you call on homes, do like the Fuller Brush Man does—make an initial introductory call first, leaving the Lecture, and then calling back again in a few days. I don't think it's possible for you to call on 50 people daily and keep it up, without making an average of 5 enrollments daily.
- FOURTH:** SEND THE APPLICATION BLANK WITH REMITTANCE TO US. We will send your commission by return mail to you. You have nothing to do with sending the Lessons, nor with the accounts. UNDER NO CIRCUMSTANCES MUST YOU REPRODUCE OR COPY ANY OF OUR ADVERTISEMENTS OR PRINTED LITERATURE, IT'S ALL COVERED BY COPYRIGHT AND A VIOLATION OF THIS LAW MAY CALL FOR PRISON SENTENCES IN CASE OF CONVICTIONS. I know you won't do this, but I have had to stop some unscrupulous persons who tried to do that. Run your ad in your local paper, stating that you are a "PSYCHIANA" REPRESENTATIVE, and send me a copy of the ad. GO TO WORK, AND MEAN BUSINESS, AND YOUR FUTURE WILL BE ASSURED. PART-TIME WORKERS ARE PAID THE SAME COMMISSIONS AS FULL-TIME WORKERS.

ORDER FORM

(Detach and mail with order for Lectures to DR. ROBINSON, Moscow, Idaho.)

Please enroll me as a "PSYCHIANA" Sales Agent. I agree to follow your instructions, and agree that this Agency may be cancelled by you at any time and without previous notice.

You may send me.....Copies of the Free Lecture, each containing Enrollment Application, and advertising matter. I am enclosing the sum of \$..... for same. (The price is \$2.00 per hundred.)

Name.....Street and No.....

City.....State.....

Mail with remittance to DR. FRANK B. ROBINSON, MOSCOW, IDAHO.