

THE KING-RICHARDSON CO.

BUSINESS ESTABLISHED 1878.

INCORPORATED.

CAPITAL \$ 200,000. FULL PAID.

HOME
CORRESPONDENCE SCHOOL.



OFFICERS.

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J. B. CRABTREE, 1ST V. PRES.,
J. M. S. LEACH, 2ND V. PRES.,
H. A. LEWIS, SEC.,
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TELEPHONE 61-3.

C.V. SAWHILL, MGR., OHIO & MICHIGAN.
CHICAGO OFFICE,
521 TO 531 WABASH AVE.

Chicago,

8/30/02



HOME OFFICE BUILDING.

Mr. W. H. Belden,

Plain City, Ohio.

Dear Sir:-

We have your reports for the first three days of the week. Enclosed find two bunches of report blanks herewith. We note the difficulties which you mention. To achieve success one must exercise as much intelligence and enterprise and energy in planning his work as in showing his book when he is before his prospective customer. Success is made up of a large number of small things.

Hoping that you will be able to do a great deal better next week, we remain

Yours cordially,

THE KING RICHARDSON COMPANY.

DICTATED BY _____
 TO THE GRABER _____
 TRANSCRIBED BY RM

After 7 Days return to

The King-Richardson Company
Chicago, Ills.



Mr. W . H. Belden,

Plain City, Ohio.

