

It's hard to spare the money.

We all understand that language, so arrangements have been made for payment of pledges in such a way, and over a period of time, so as to present the least inconvenience possible. and still help this great cause.

### Publicity

The Bishop Martin and the Youth folders have, and will have been mailed to approximately 25,000 prospects, including students. These names have been selected with care in the endeavor to list only those who are friendly and are able to make some kind of a pledge. We have tried to tell the story in these folders so there would be no misunderstanding.

We are anxious to speed up the work as much as possible, and yet not sacrifice results, but ask you to obtain the largest sum possible.

1. Be Optimistic, cheerful and persistent.
2. Do some calling every day.
3. Set a quota--so many pledges a day to shoot at.
4. Keep going--cover your lists--see all the prospects you can and you'll make a good showing --remember the law of averages
5. Collect as much cash as possible.
6. Report daily to your Group Leader.