12 September, Nineteen Twenty-five

"Our press and the folders worked all night long the night before the rally, printing sample copies for the solicitors and for distribution from the tent. Towards evening it looked like everybody had a copy of the *Eagle* in his pocket to take home as a souvenir of the big day.

"One of our girls took in 86 new subscribers. The others averaged from 25 to 30. The total for the day was 1,044.

"The solicitors were paid a satisfactory commission, and all said it had been wonderfully easy to get subscribers on the plan indicated. It took hardly any talking. The crowd was in a happy frame of mind, had plenty of money to spend, and thought nothing of planking down 50 cents for three months of a paper from Dr. Nelson's town, but the aggregate was over \$500 for the *Eagle*.

The Bunceton Weekly Eagle

A Weekly Journal Devoted to the Interests of Bunceton, Cooper County and the State of Missouri

BUNCETON, MISSOURI. FRIDAY, MAY 8, 1925

3 MOS. 500-6 MOS. 850-1 YEAR, \$1.50



THEN the big thing was of course, to hold as many of those short term subscribers as possible, so we put in our best licks to improve the *Eagle* so they would stay with us. About onethird are on our subscription list now, and some who dropped off at the end of the three months are coming in and signing up.

"The incident has been commented on throughout the state, though there is nothing wonderful about it. It was just a matter of planning in advance for the approaching opportunity." Iumber to be found in a yard in any town comparable with the size of Bunceton. Later. Mr. Scott bought an interest in the Bunceton Schools. The Company with yards in the west end of town and continued to hold this interest in both yards. The town we stand we stand we stand we stand we stand interest in both yards.
Iumber to be found in a yard in any town comparable with the size of Bunceton Lamber. Company with yards in the west end of town and continued to hold this interest in both yards. The town we stand we stand we stand we stand we stand the trophy cap the home of Mr. and Mr. W. S. Paxtan of near Mt. Nebo on Tursday of town and continued to hold this interest in both yards. The town we stand the trophy cap the home of Miss Louvina Lucla Steigleder who passed away at the home of her interest in both yards. The town we stand we stand we stand we stand the trophy cap the home of Miss Louvina Lucla Steigleder who passed away at the home of her interest in both yards. The town we stand the trophy cap the home of Mr. Scott hought at St. Joseph following a lingering illness on Saturday. May 2. was brought to the home of her brothers. G. H. and F. W. Steigleder

"ZINC" SHOWING TYPICAL BUNCETON (MO.) EAGLE MAKE-UP Neatness and Good Typographical Taste Along the "Newsy" Style Prevail on Every Page of This Remarkable Weekly

When a member asked Mr. Denman the method he used in holding his short term subscribers, he said:

VOLUME 36. NUMBER 2

"Well, I believe in good local features. I always try to start my first page with a feature story that will be of interest to everybody in our circulation area. The feature story with the outdoor atmosphere we have found most popular.

"Then we have an editorial page on

local subjects. Editorials are read, even in a country weekly. I know that. But they must treat on familiar matters, something in which the public is interested. The over-smart editorial does not appeal.

"And a good serial story—if you have a really good one—is a splendid feature in holding interest. When I run a serial story, it is only after I have read every line of it, and decided it will please my readers. I have had some most interesting correspondence with my subscribers about the serial stories we run. They tell me frankly just what they think about them, and these letters are good guide-marks in helping me to decide the sort of story to use. I might not be able to write a very learned review of the latest best seller, but I know the kind of a yarn my people like to read."



HOW TO WHOLLY KILL A WOUNDED CUSTOMER

WHEN a customer comes in to a shop with a complaint, he is wounded. If you treat him suspiciously he is killed. He needs "First Aid to the Injured."

He has already had one crack from your shop, or thinks he has. If you give him another crack, he is lost.

A complaining customer is at the crossroads. Where he goes, depends on how you treat him. He will become



"STRAIGHT TALK" PAGE BRINGS RETURNS Kendallville (Ind.) News-Sun Just Tells a Starightforward Story of Its Service, Between Sets of Strong Display Lines either a dead customer or a live and loyal one.

So, make sure that you have a Red Cross system in your firm, for the special treatment of wounded customers. Don't knock them on the head, as most shops do, when they come in wounded. *The Efficiency Magazine*.

BROWNHILL, Southern California *Editor*: "Let's pray for what we get and have the other fellow to do the same."