

# DECISION

# INDECISION



GUESS I WOULD BETTER MAKE MY "CHAMPION CORN POPPER" BANK DEPOSITS BEFORE THE BANK CLOSSES



SMITH'S

BANK

"THERE SMITH GOES AGAIN" WISH I COULD MAKE MONEY LIKE SMITH. I WONDER HOW HE DOES IT?



BROWN



## FACTS—WORTH KNOWING

Smith sees the wonderful money-making powers of having a CHAMPION CORN POPPER in his place of business.

He makes his bank deposits each afternoon from the sales of this machine.

## FACTS—UNIMPORTANT

Brown hesitates, wishes for more business, consults outsider who have no interest in his affairs, envies Smith, wife doesn't want it, friends advise against it, didn't suit his line of business and turned the proposition down without proper investigation.

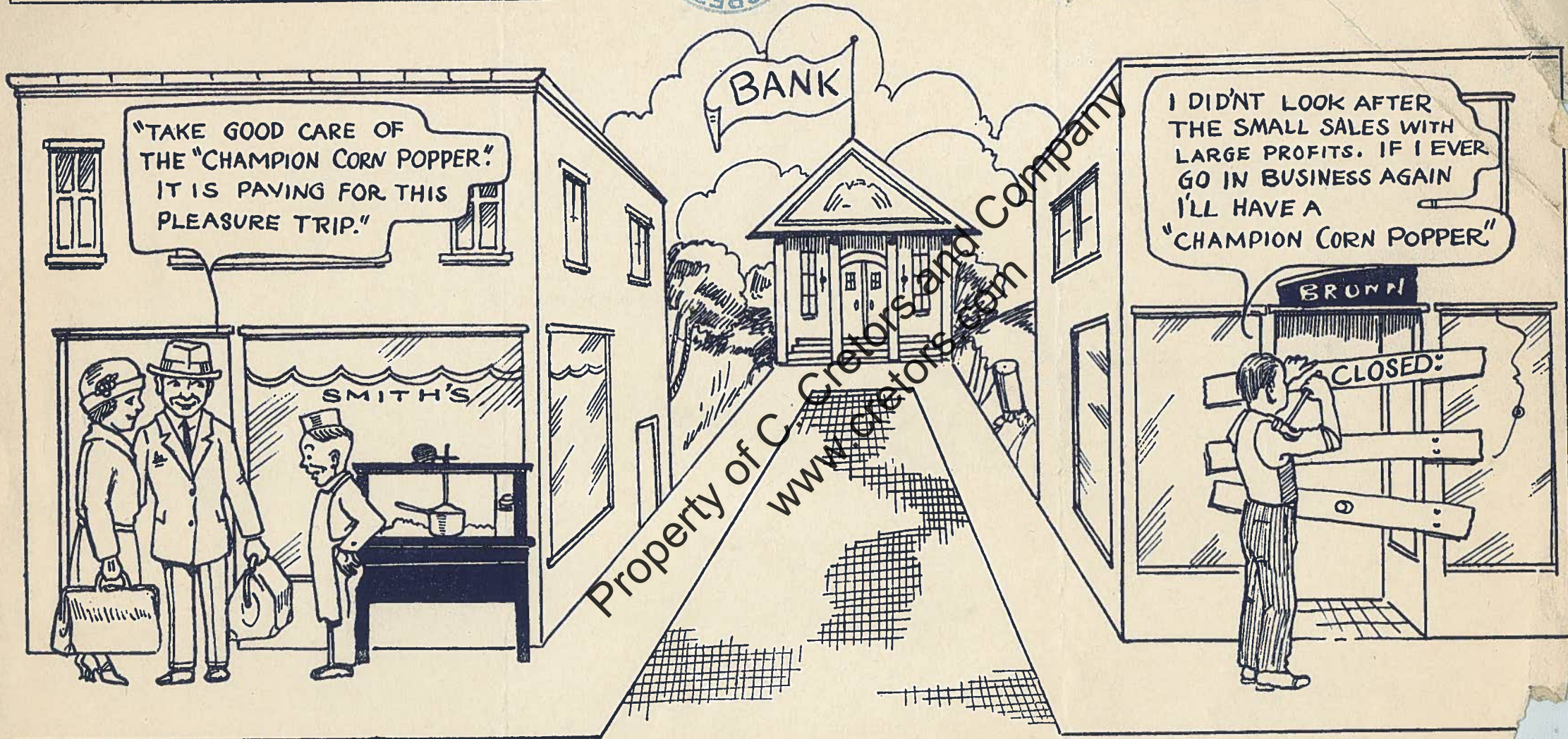
# DO YOU WANT TO BE A MR. SMITH?

C. V. CHAMPION & CO., DANVILLE, ILLINOIS



# SUCCESS

# FAILURE



## FACTS—IMPORTANT

MR. SMITH ACTS ON HIS OWN JUDGMENT. OWNS HIS HOME, AN AUTOMOBILE, A PROSPEROUS BUSINESS, AND A HAPPY FAMILY. MAKES SUFFICIENT MONEY FROM SMALL SALES WITH LARGE PROFITS TO ENABLE HIM TO ENJOY THE BETTER THINGS OF LIFE.

## FACTS—UNIMPORTANT

MR. BROWN TALKS OVER HIS BUSINESS AFFAIRS WITH ANYONE WHO HAPPENS ALONG—DOES NOT ACT ON HIS OWN INITIATIVE. HE STUMBLES ALONG IN LIFE WITH NO DETERMINATION—AND REALIZES TOO LATE THE WONDERFUL ADVANTAGES OFFERED BY THE CHAMPION CORN POPPER!

Have You Decided Whether You Wish to be a Mr. Smith or Mr. Brown