



MACHINE MODEL 113

Once again we are in a position to supply the trade with a limited quantity of the above popular machine. The retail price has been fixed at Rs. 450/- plus sales tax where applicable.

As you know machines are now supplied to you on a quota basis, it is not possible for us to allot this machine to each and every one of you at the moment but we can give you this much hope that in our next allotment we will consider the cases of those who have been left out. Better late than Never.

SIX WAYS TO MAKE PEOPLE LIKE YOU

1. Become genuinely interested in other people.
2. Smile.
3. Remember that a man's name to him is the sweetest and most important sound in English language.
4. Be a good listener. Encourage others to talk about themselves.
5. Talk in terms of other man's interest but never flatter him.
6. Make the other person feel important and do it sincerely.

If you can follow the above—you will gain popularity amongst your customers in no time. Your Salesman should read the above very carefully.