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4. To prepare the members for positions of leadership in agriculture, in the home, and in the community.
5. To provide a means through which the members may come to know and understand the problems of agriculture and the possibilities or solution of some of these problems through organization and co-operation.
6. To provide opportunity for the rendering of worthwhile service to the community.

INDEX MAP

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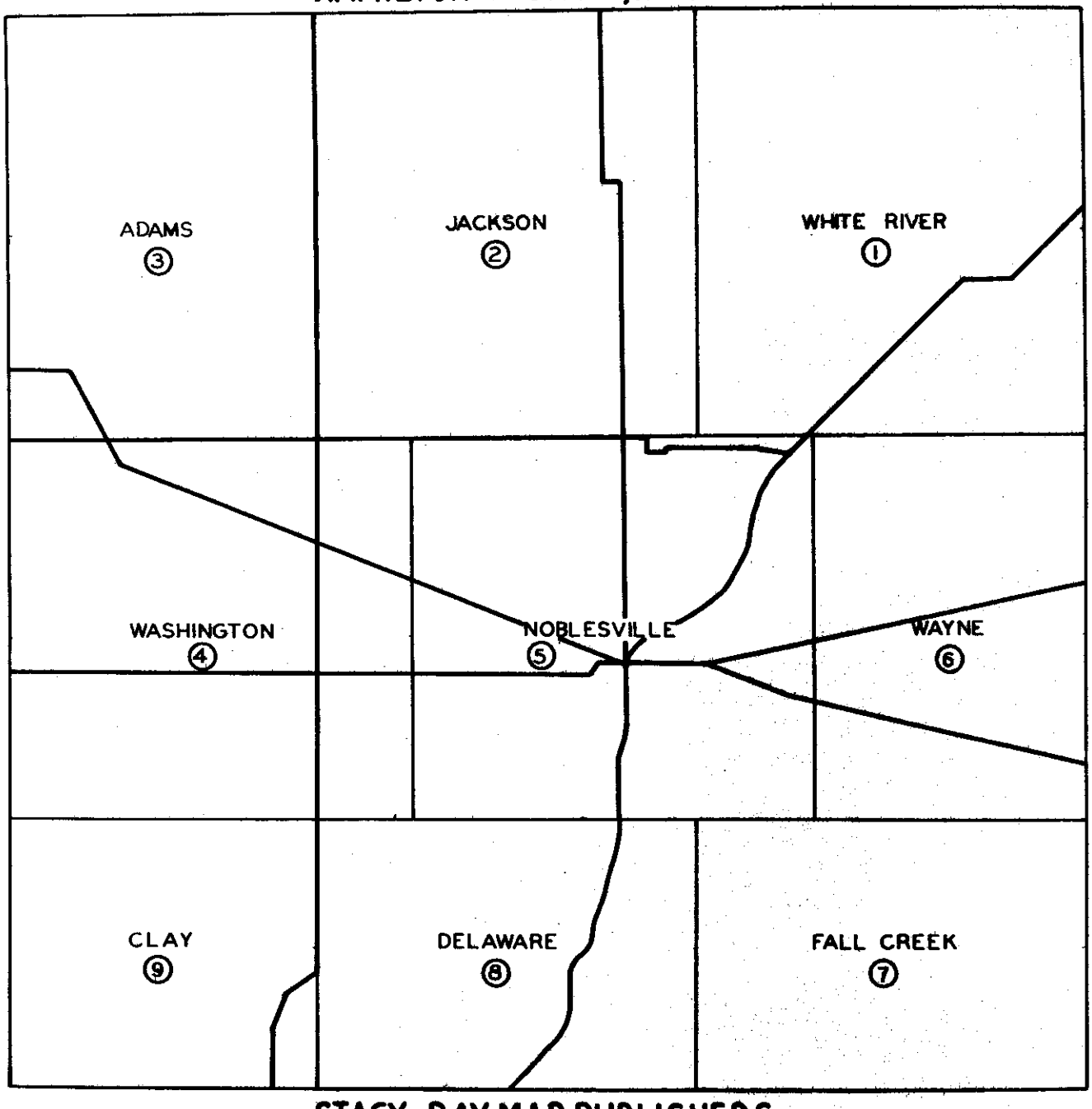

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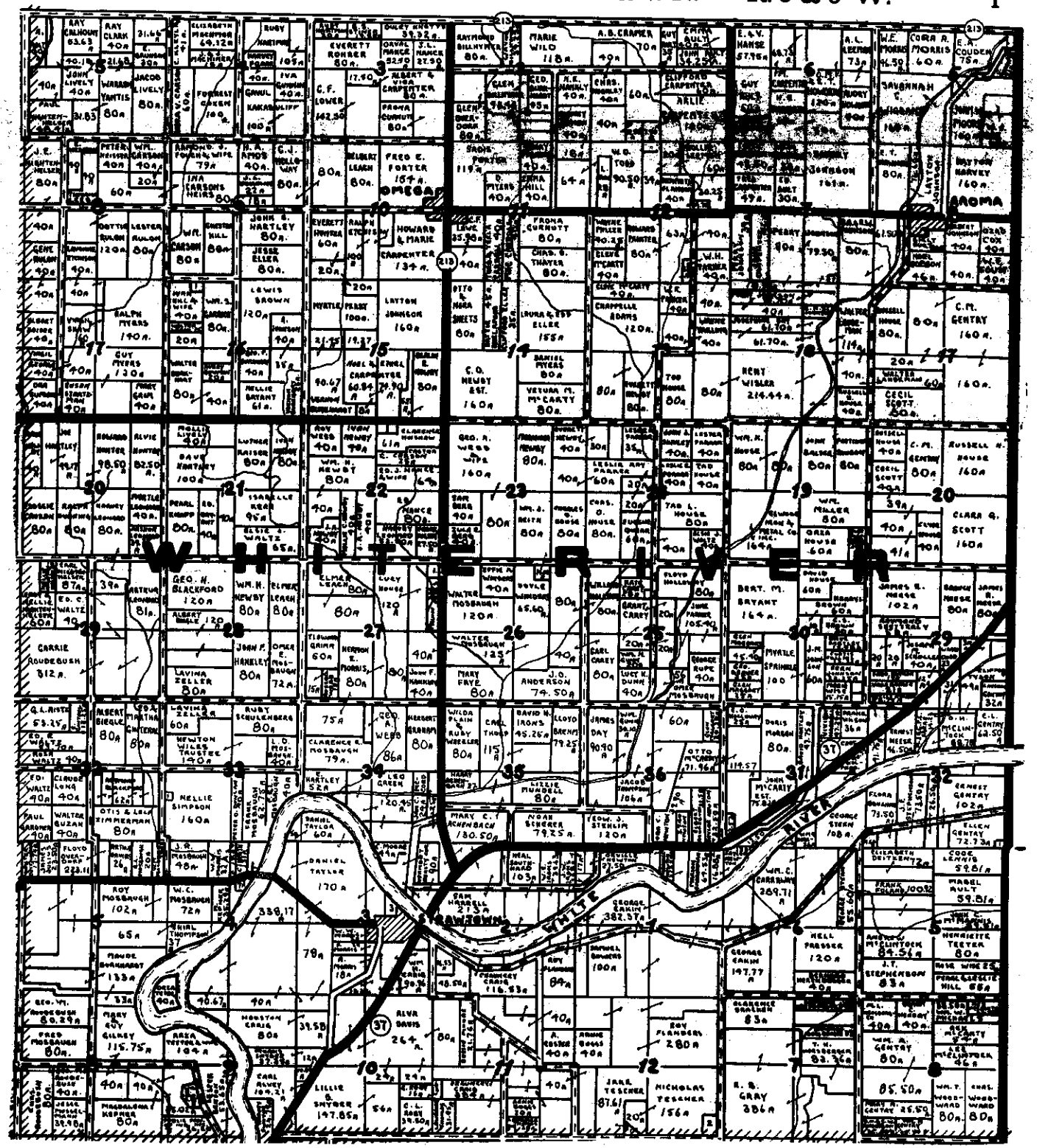
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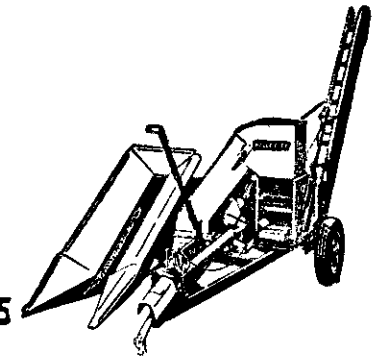

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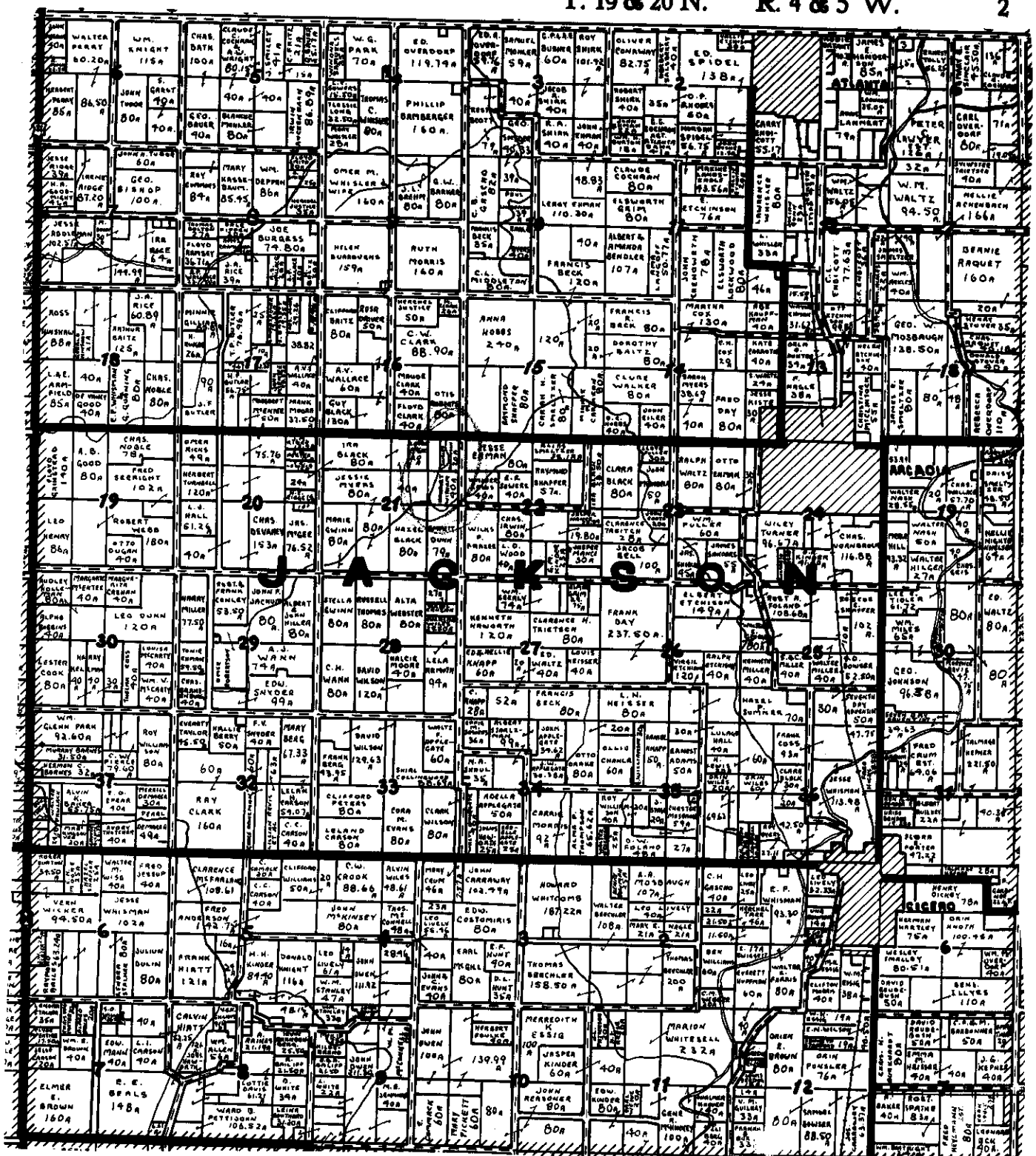
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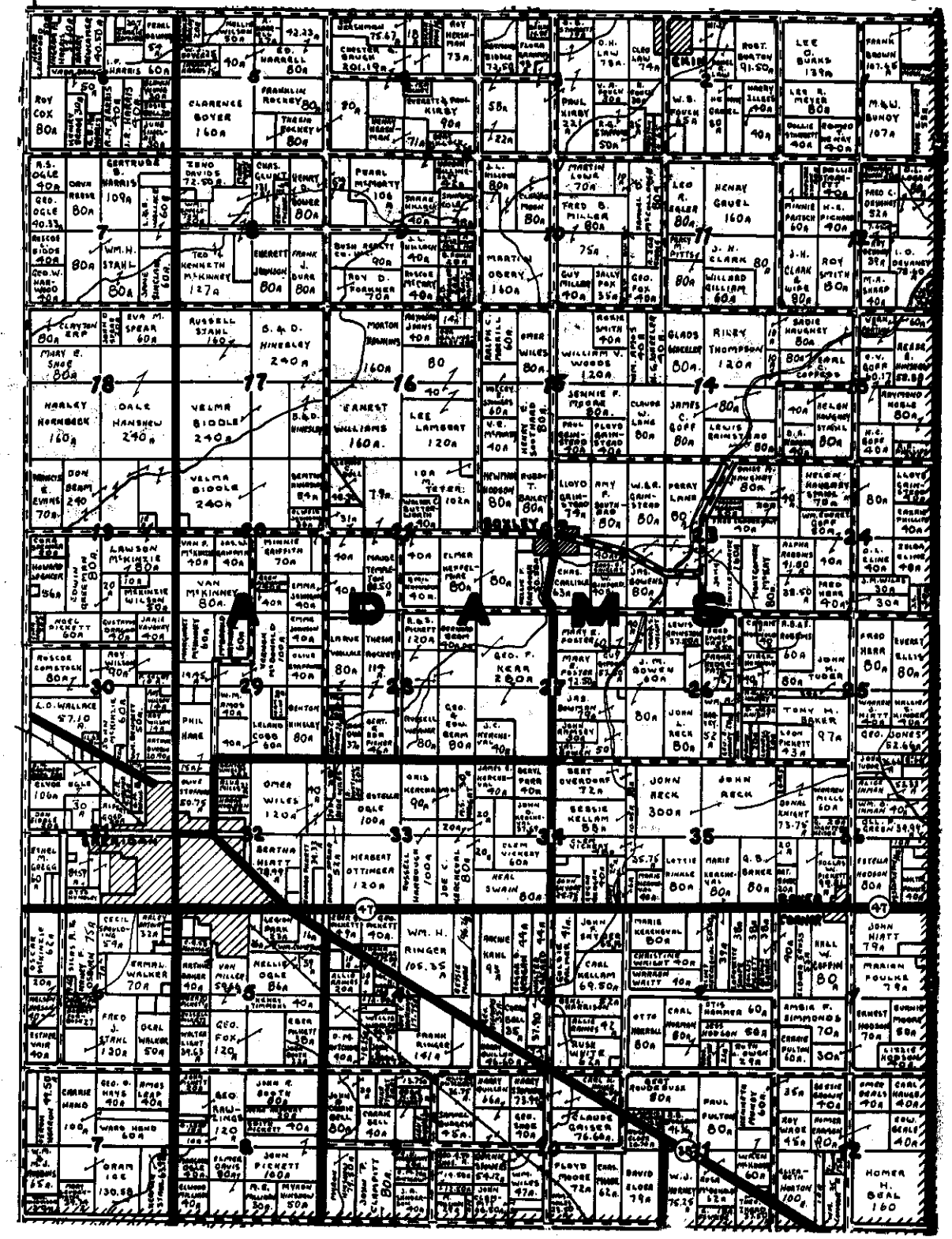
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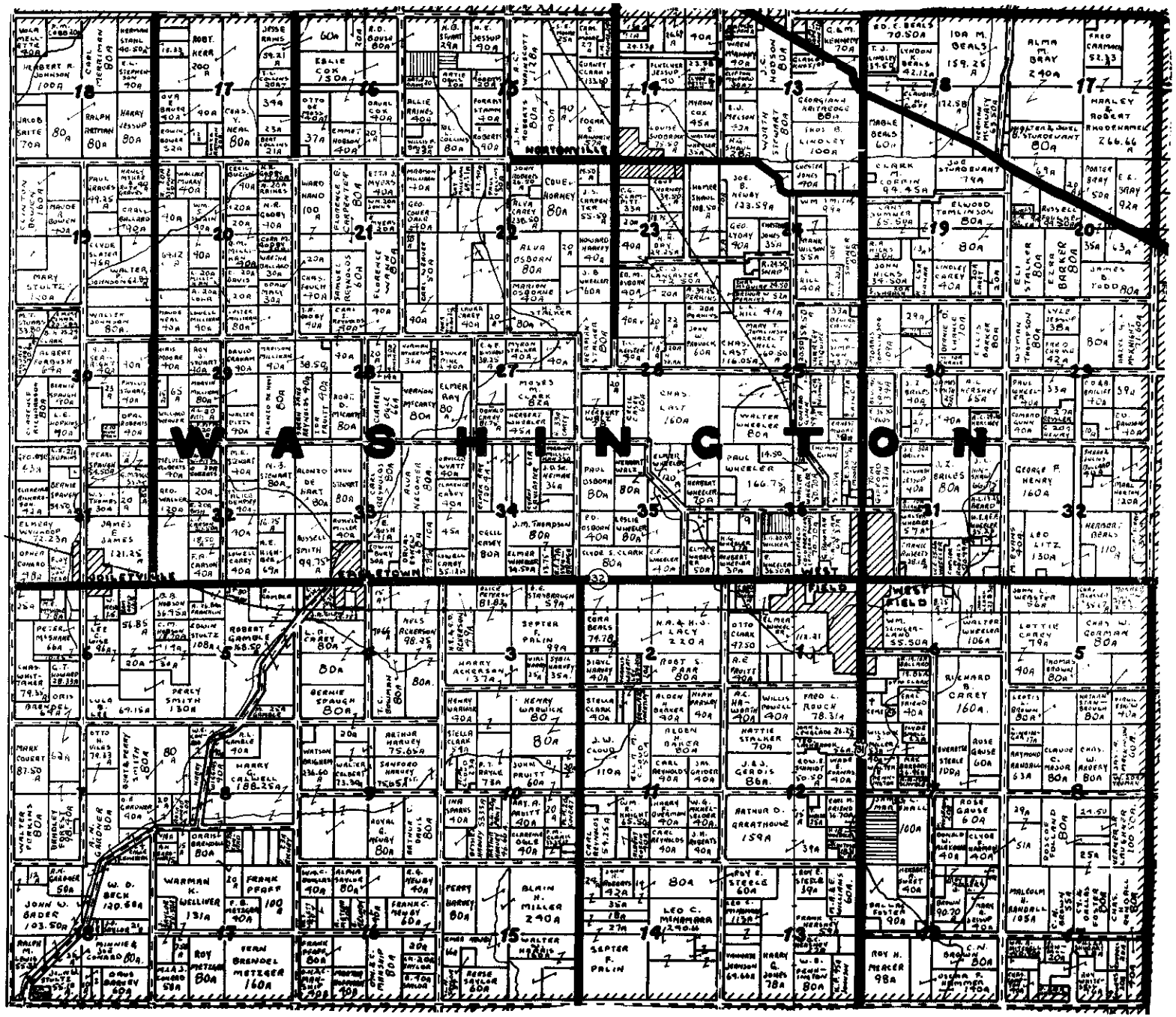
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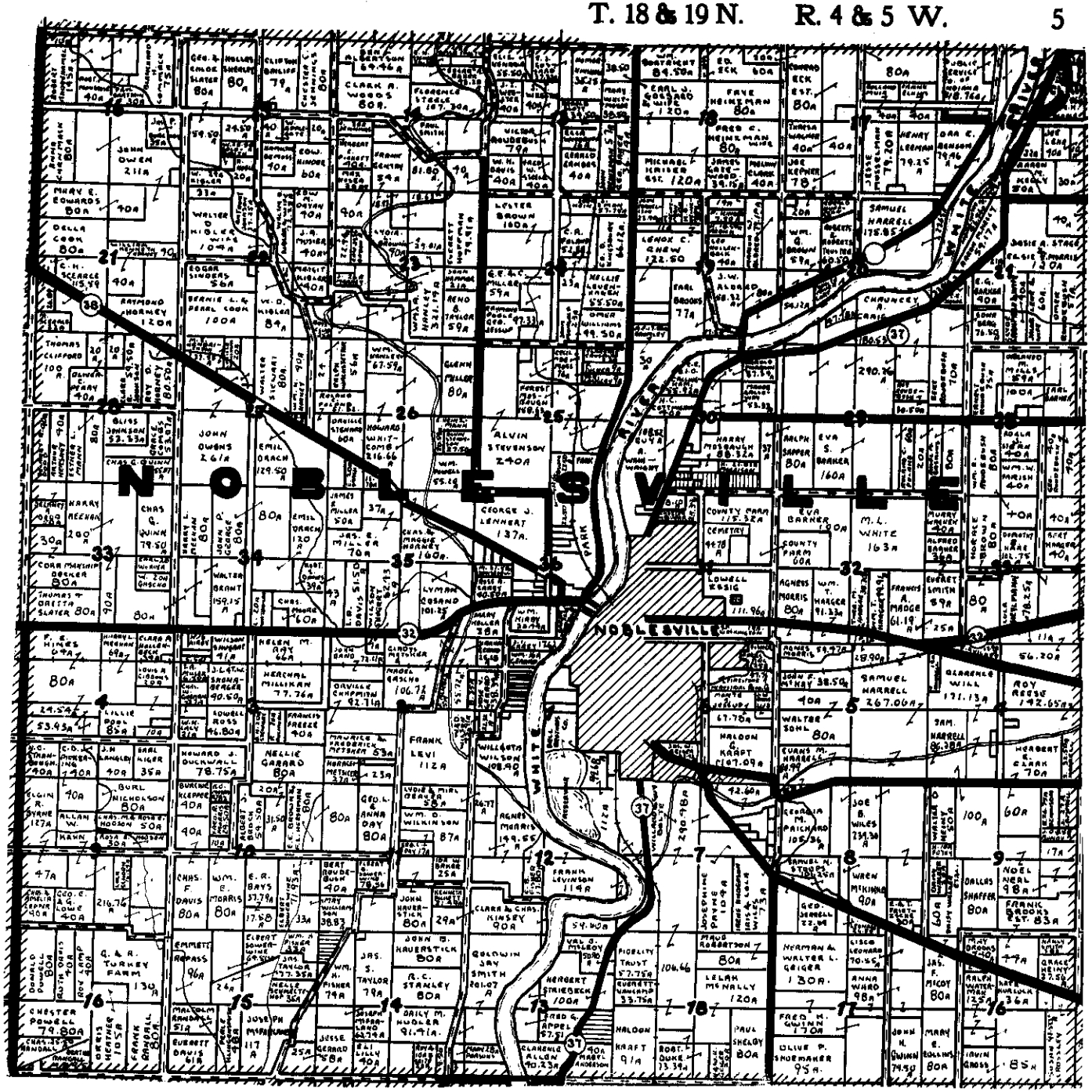
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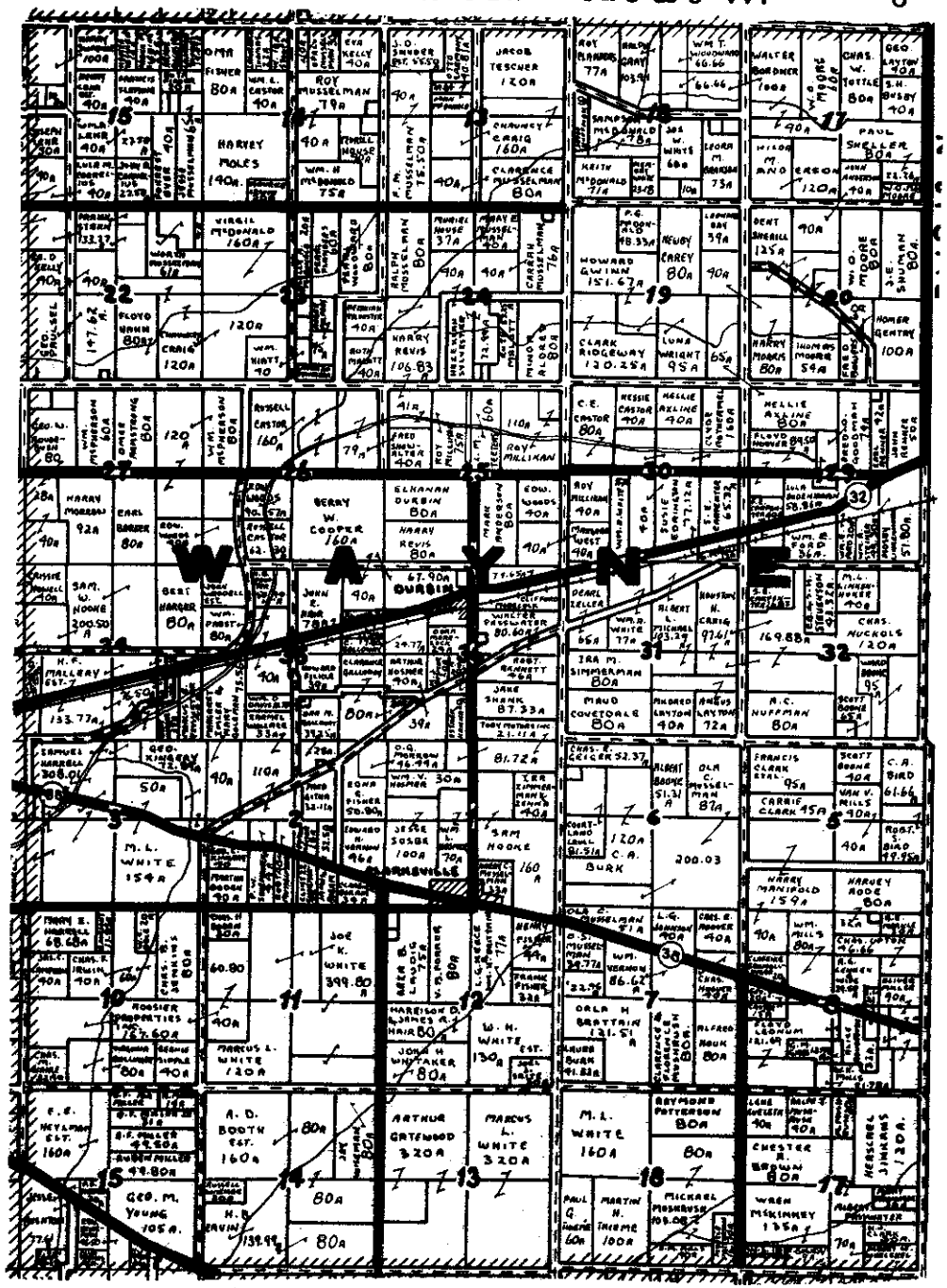
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ROY MUSSELMAN 79A
JACOB TESCHNER 120A
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VIRGIL McDONALD 160A
FLOYD WINN 80A
HARRY REVIS 106.83 A
BERRY W. COOPER 160A
ELHANAN DURBIN 80A
HARRY REVIS 80A
DURBIN
BERT HARGER 80A
SAM. W. HOOKE 300.50 A
M. L. WHITE 154A
JOE K. WHITE 399.80 A
MARCUS L. WHITE 120A
W. H. WHITE 130A
JOHN H WHITAKER 80A
A. D. BOOTH EST. 160A
ARTHUR GATEWOOD 320A
MARCUS L. WHITE 320A
GEO. M. YOUNG 105A
H. B. ERVIN 139.99A
80A
HOWARD GWINN 151.67A
NEWBY CAREY 80A
CLARK RIDGEWAY 130.25A
LUNA WRIGHT 95A
HARRY MORRIS 80A
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HOUSTON H. CRAIG 97.61A
169.88A
CHAS. NICKOLS 120A
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MAUD COVEDALE 80A
ALFRED LAYTON 40A
ARCUS LAYTON 72A
A.C. HUFFMAN 80A
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OLA C. MUSSELMAN 87A
FRANCIS CLARK EST. 95A
CARRIE CLARK 45A
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HARVEY RODE 80A
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CHESTER R. BROWN 80A
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MICHAEL MOSHBERGER 109.08A
PAUL G. INGRAM 60A
MARTIN H. INGRAM 100A
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E.F. MILLER 44.50A
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GEO. M. YOUNG 105A
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HOOSIER PROPERTIES INC. 157.60A
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BEAR B. LAYTON
MARCUS B. LAYTON
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FRANK FISHER
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CHAS. HOOVER 40A
ALFRED HOUK 80A
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WM. MILLS 80A
CHAS. COTTON 46.66A
R.C. LOWER 40A
CHAS. E. HOOVER 40A
L.G. JOHNSON 40A
O.S. MUSSELMAN 71A
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CHARLES MUSSELMAN 80A
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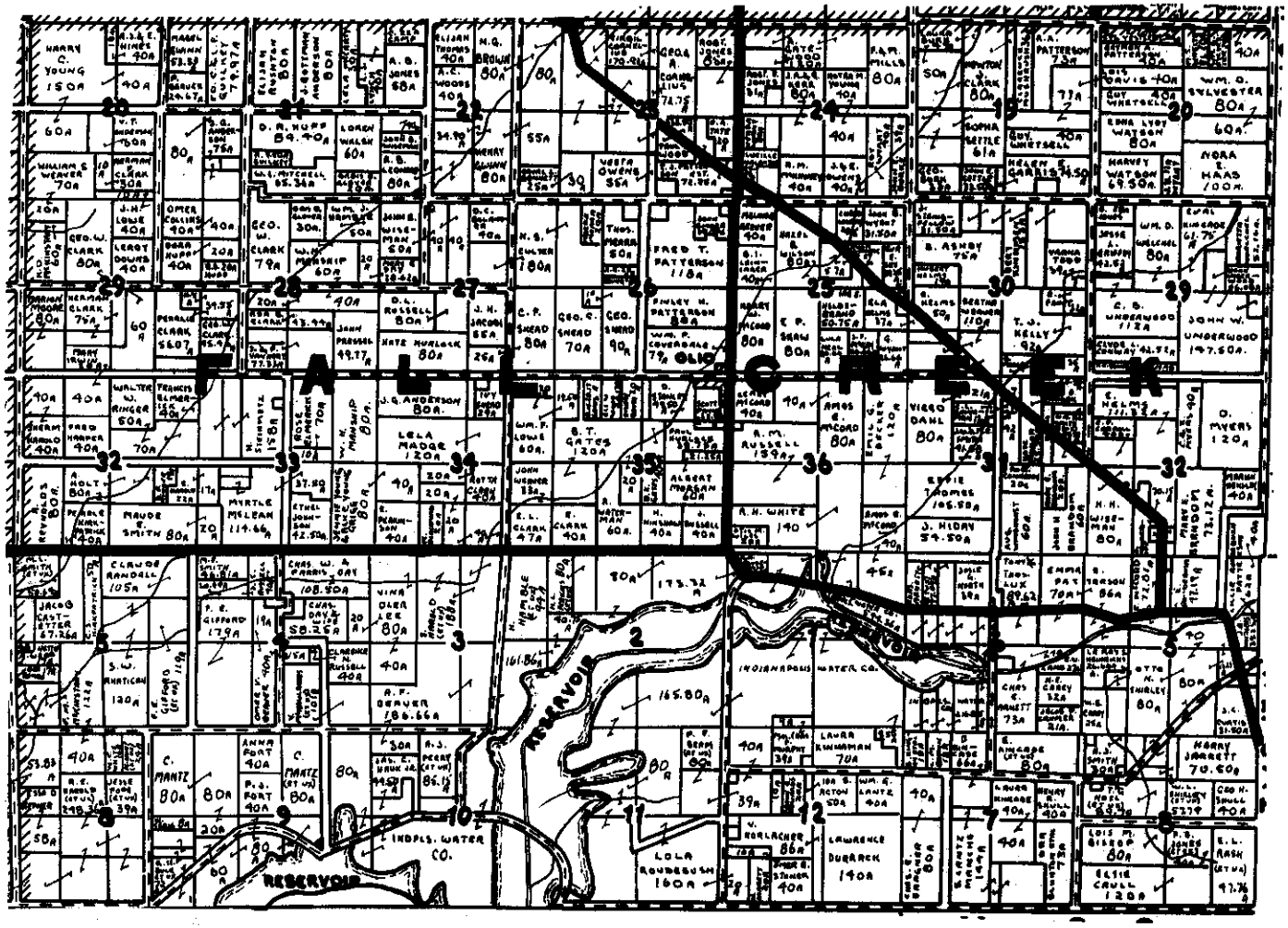
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INDIANAPOLIS WATER CO.
INDPLS. WATER CO.
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LOLA ROUDEBUSH 160A
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A. F. BEAVER 186.66A
C. MANTZ 80A
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NORA E. HAAS 100A
HARRY JARRETT 70.50A
ELSIE CAULL 120A
LOIS M. GIBBOP 80A
E. L. RASH 97.76A
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HERMAN CLARK 75A
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REYNOLDS 80A
S. W. MATTICON 120A
JACOB CASTETTER 67.25A
P. E. GIFFORD 17.9A
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CHARLOTTE H. RUSSELL 40A
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P. S. FORT 40A
JESSE FORE 39A
R. E. EARLS 39A
R. J. PEARY 86.15A
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ROSE CLARKE 70A
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E. CLARK 47A
E. CLARK 40A
E. WATERMAN 60A
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WM. F. LOWE 60A
JOHN WEBER 33A
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W. H. MERRIFIELD 80A
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D. R. HUFF 89.40A
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J. H. WILSON 80A
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WM. E. LANTZ 40A
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LAURA SHUMAKER 39A
V. KORLACHER 86A
LAURA KINCADE 40A
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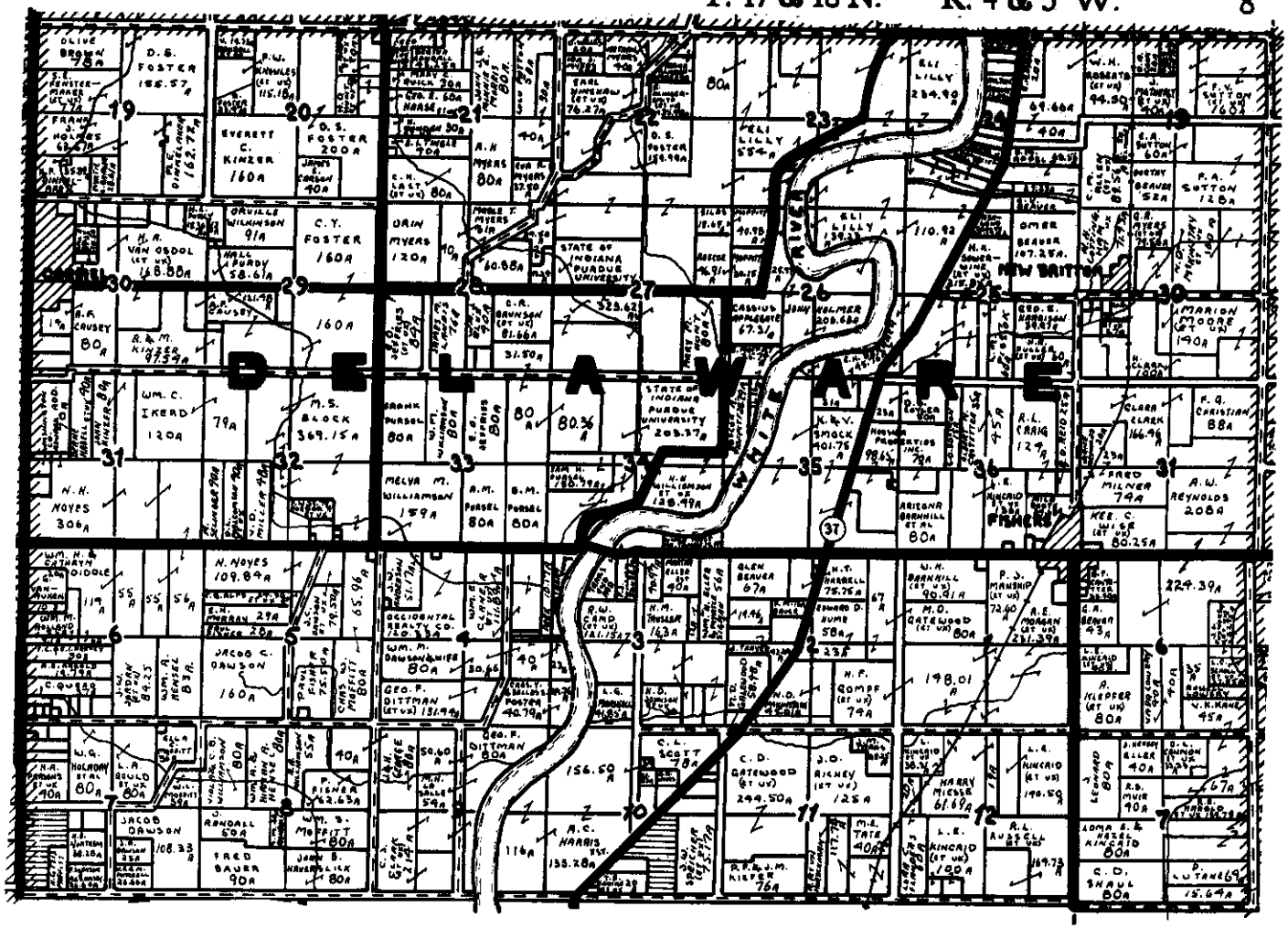
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A. H. MYERS 80A
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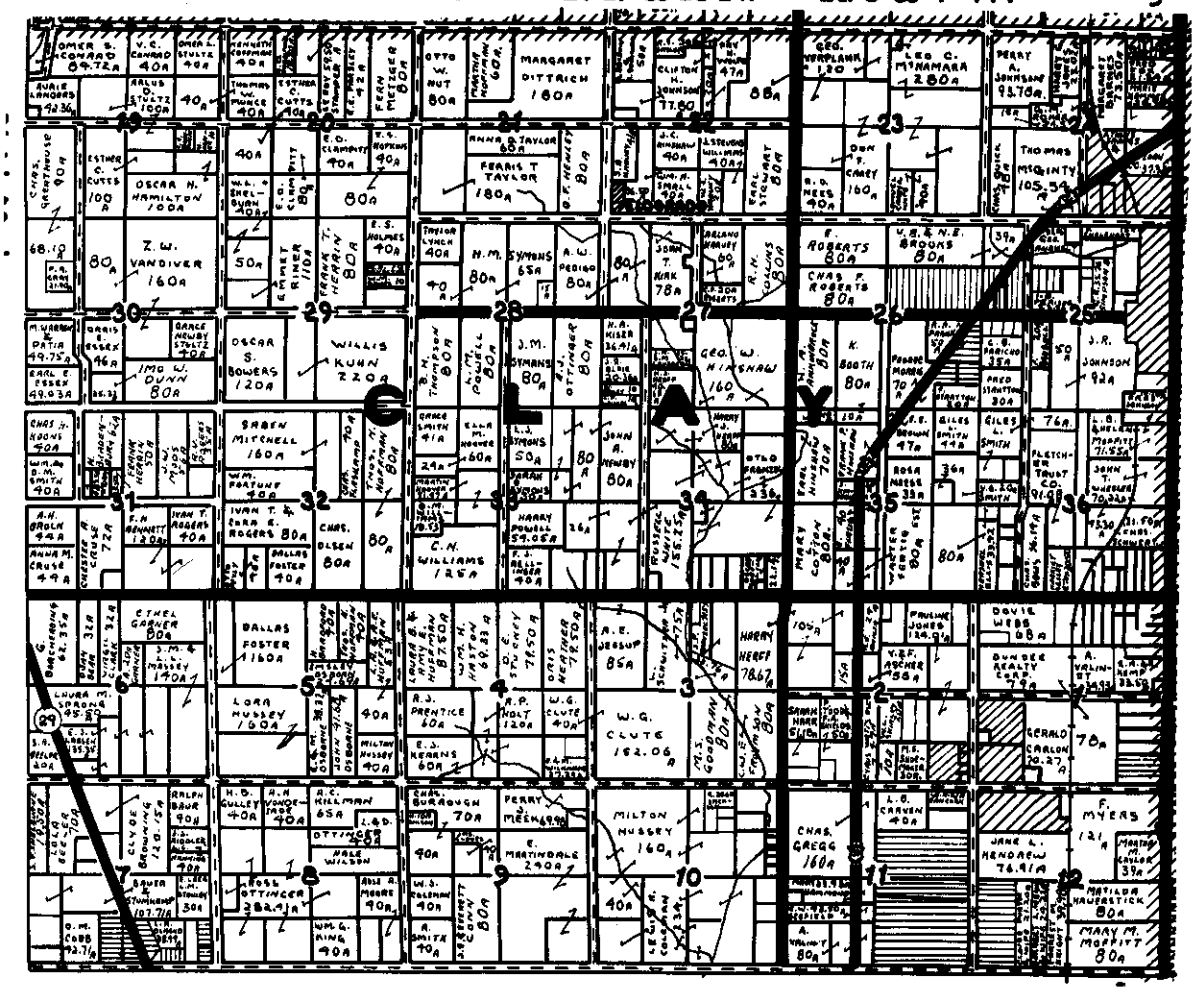
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GERALD CARLON 20.27A
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MARY M. MOFFITT 80A
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SALESMANSHIP
THINK!

AMERICA NEEDS MORE GOOD THINKERS. Practice in thinking will aid greatly. It is said that the larger part of the brain power of man is dormant. Perhaps this is true largely because people do not properly develop their powers to think things out for themselves. For your thought and meditation I suggest that you practice on the advantages of selling real estate by the Genuine Auction Method. If you ever have a Selling Problem you may then be able to make wise decisions, of great benefit to you. I submit the following as a guide. Ponder them over in your mind and heart.

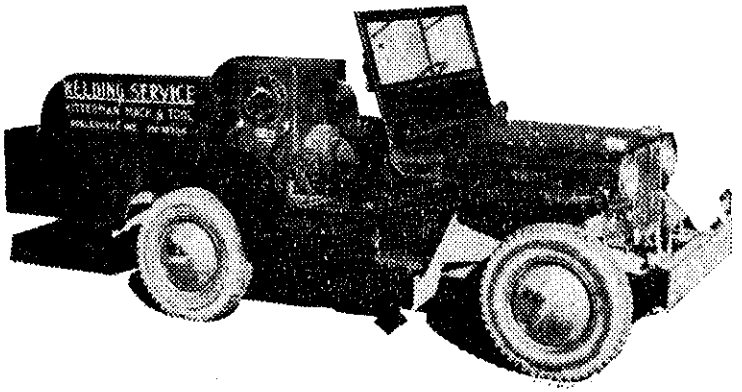
The Auction Method should be used in selling real estate; BECAUSE—

1. Because it is the modern plan.
2. Because it is the sure method.
3. Because it sells at the time desired.
4. Because it is the quick method.
5. Because it is the most convenient.
6. Because the highest price is secured.
7. Because it gives the sale individuality.
8. Because it stimulates competition.
9. Because it is the fairest method.
10. Because it puts bidders in a positive frame of mind.
11. Because it brings out maximum efforts of the auctioneer.
12. Because it is the most fascinating way.
13. Because it raises the price little by little.
14. Because it is natural to want what others desire.
15. Because it gives all an equal chance.
16. Because bidders are influenced by the judgment of others.
17. Because it creates the sporting spirit.
18. Because it may bring more than asking price.
19. Because it creates boosting attitude.
20. Because it concentrates attention, energy and interest.
21. Because judgment of public controls price.
22. Because price is made by more than one.
23. Because offers are secured easier on spur of the moment.
24. Because public intelligence is the best guarantee.
25. Because bidders prepare for action.
26. Because attractions can be used to better advantage.
27. Because it arouses enthusiasm.
28. Because it eliminates chances of "rake off."
29. Because an auction implies a confidential relation.
30. Because bidders appreciate using their own judgment.
31. Because excuses are easier overcome.
32. Because curiosity creates interest in an auction.
33. Because hospitality and socialibility create interest.
34. Because the owner sets no price.
35. Because it is the most economical way.
36. Because risk is reduced to a minimum.
37. Because it develops the desire to excel.
38. Because cooperation operates freely.
39. Because it is the most logical.
40. Because it is the white heat of Salesmanship.

After turning the search light of common sense on these advantages held out by the Auction Plan of Selling Real Estate; Do you find any fault in it? Can you think of any good reason why it should not be used? Do not let fear, void of reason, destroy your courage. Use the method which assures you of a sale at the time desired and to the highest bidder at the very highest price—the Modern Method—The Logical System of Selling. The Genuine Auction Plan. Sincerely Yours; For Selling Service.

R. C. FOLAND, *The Real Estate Auctioneer*
Noblesville, Indiana.

KITTERMAN MACHINE AND TOOL



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