

DR. & CR.

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SAINT CLOUD BUILDING, 9th & F Streets, N. W., Monday Evening, December 8th, 1879.

Business Men, Young Ladies and Gentlemen who are interested in this New and Improved Method of Teaching, are cordially invited to attend the First Meeting of

DWIGHT S. DOW'S
COMMERCIAL NIGHT SCHOOL,

ST. CLOUD BUILDING.

9th & F Sts., Northwest,

Monday Evening, Dec. 8th, 1879.

If the universal interest the School has excited, the ability of the instructors, the testimony of its many intelligent citizens, and the *know and how* character of its instruction in Baltimore, speak for anything, its reputation must be acknowledged.

Come Monday night and hear the new method explained.

Dwight S. Dow's Commercial Night School is not a Business College. No! The number of lessons is not limited. The School will be continued till the course of instruction is thoroughly completed and understood. See Course of Instruction on second page.

TERMS:

For Book-keeping, single and double entry, Business Forms, Partnership, and Detecting Counterfeit Money, as presented in the Course of Instruction (including blank books for the course).....\$20 00

NO MONEY

is required till you are satisfied the Course of Instruction will be successfully accomplished.

NO OTHER SCHOOL

in the country can make such a proposition. It is done in this School because of the original and money's worth system of teaching and getting results.

TUITION

Books, board, and other expenses of attending any business college, will cost hundreds of dollars, and in some of these schools do the persons receive so thorough and careful instruction and drilling in the logic of Book-keeping. Many Business College students never learn the system, only they make a debit and credit in journalizing, or know how to close a set of books and make out a balance sheet by themselves, and understand it. In this School it is guaranteed that you can do these things thoroughly.



FROM WINFIELD SCOTT.

Extract from a Speech made by the Rev. Winfield Scott, of San Francisco, after Taking the Chair, before the Students and Friends of Dwight S. Dow's Commercial Night School.

"The art of teaching consists, not in merely telling what you know, but in making pupils understand and readily receive the instruction. The true teacher forces his thoughts into the minds of his pupils, and awakes them to enthusiasm. The mind that awakes is quick to perceive, ready to understand, and able to retain the knowledge imparted. Mr. Dow is a model teacher. He causes his pupils to understand, he guides his thoughts into theirs; they can not help understanding him. His pupils study thoroughly all the intricacies of his subject; he knows—and is able to give—the reason for everything he requires to be done. He is an analyst. He contrasts, and never digresses, furnishes every thing (except brains) necessary to make any young man understand Book-keeping; and his classes, here and persistently will go far towards making every stupid man understand. The sharp-witted, bookish, strong-willed man, who believes in achieving a destiny, will have no trouble in getting as perfect a knowledge of Book-keeping, in the time he proposes, as it is possible to acquire it."

"Every other department of science and art is improving its methods and appliances, and there is a great demand for improvement in the methods of imparting education. Mr. Dow feels this necessity in his department. His experience of years has taught him by *dropping his wooden gopher*, and by the use of the blackboard, he can give all the ideas, principles, theories, and facts of Book-keeping in a few weeks, that under the old methods would require several months. By giving a little private attention to the slower ones, he is enabled to keep the class together and do efficient work. In about twelve years he has taught 7,000 students, and to-day he can make their enthusiastic endorsement."

BUSINESS MEN AT SCHOOL.

The best index of a school is the character of its scholars. Mr. Dow's Baltimore class, representing many of the very best business houses in that city, is composed of men of many walks of life, and in age, experience, business standing and intelligence it is an exaggeration to say that they far excel the average of students in any other school or college. On our fourth page is published their endorsement of the school, voluntarily furnished, and so strongly worded as to give the most convincing evidence that the course and the method are all we claim them to be.

See Dow's Success and who attend the Commercial Course in Baltimore; also what they say of it on the fourth page.

Students of Dow's Baltimore students have attended business colleges. They are his warmest friends, for they know the value of his new method are true. See fourth page.

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1879
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Attend the Introductory Meeting Free.

DOW'S NEW ERA

IN BUSINESS EDUCATION.

"The book, lesson book, now needed but
"To save dear bookshop, bags it to the fire."
"Bring out the old, drag in the new."
"Bring out the book, bring in the man."
—*Success Magazine*

Mr. Dew believes in EDUCATIONAL PROGRESS, and that teaching is an art capable of improvement. This spirit of progress led him long ago out of the roundabout beaten track to a business education, and into the short-cut of his own making, along which you are invited to accompany him.

What the spinning-jenny and the power-loom have done in beautifying, multiplying and cheapening woven fabrics, his new method has done in the matter of simplifying and cheapening the teaching of accounts. The millions are now clothed in fine array, as cheaply as were our forefathers and some-thing in homogenous linen and flannel-woolsey, and by the new method the millions may receive a scientific and practical knowledge of book-keeping, as clear as crystal and as rapid as by the business college method of teaching.

The Verdict of Business Men Against Business Colleges.

ONE OF MANY.

WANTED—FIRST-CLASS BOOK-KEEPER.
Young man preferred. No business college graduate need apply. Address with references, A. B. Tribune Co.

The above is clipped from *The Chicago Tribune*, and is representative of the sentiment of business men toward the business college. While in Chicago, Mr. Dew was considered to be the Secretary of the Board of Trade by the Rev. Dr. Evers. In the course of conversation the Secretary stated his opinion of business colleges plainly, so nearly as possible in words like these: "I firmly believe that the business colleges have done more to mislead and ruin young men than any other evil of this wicked city." A strong statement, but from the very highest authority.

Why are these things so? What has the business college done that such a hue and cry is raised after it? Several things. It has played and is playing the game of "Actual Business Practice," though in smaller sentences than formerly. It has, through its whole existence, imposed upon its patrons, not complacently, but boastfully, the pretentious learning of *individual instruction*, which is little or no instruction. It has charged *no more* for slight services—desk-room and the privilege of finding out things for one's self. It has enticed boys from the country with golden hopes of *gentlemanly education*, only to disappoint them and render them an easy prey to the temptations of the city. The reason why the business college has lived so long is that "Pay in Advance" is their golden rule. The student boys work in the institution, and is compelled to complete the course as the only hope of a return for his investment.

This is not a business college. It is a new departure in commercial education, and is conducted on business principles, with term divisions, where all begin together and every student gets all the teacher's time. It is in a word practical knowledge for so much money—regardless of the length of time—and the purchaser is not asked to pay until he knows that success is certain.

This is the best means by study Book-keeping, and the only chance to get the best INSTRUCTION.

DOW'S NEW METHOD.

The course and system of instruction explained elsewhere extends to you the most thorough knowledge of book-keeping at the least expense in time and money.

The commercial world has kept accounts in some form in all ages; but not until the XIV. century was double-entry—the science of book-keeping—introduced. From time to time, authors, teachers, and accountants have recast its forms, revised its terms, and simplified its presentation, until, as a science and art, it is complete.

Now is presented a new method of TEACHING accounts, which is a great stride in advance. By a few weeks of evening lessons it accomplishes the work of months by the old routine methods. It has received a patronage and approval such as no other educational system ever enjoyed.

Ladies and gentlemen have gone immediately from this course of study and taken successful charge of books; and teachers are so pleased with it that they would not attempt to teach in any other way.

Dwight S. Dew's Commercial Night School does not seek to draw boys from the country. The course and method of instruction appeal to clerks, book-keepers, professional men, and teachers, who have neither time nor inclination to attend a day-school for boys, and to such business men as do not feel "too old to learn." As well might a middle-aged man find a business agent attending a course of lectures on literature, science, or art, as about possessing a commercial course in company with apprentices and bladders of his own age.

"A few hours from a perfect master are of more service in developing the capacities of a pupil than the most protracted lessons of an inferior teacher."
—BRYANT.

EXIT 1870!

CLOSE THE LEDGER.

The year is drawing to a close. Some business establishments of every kind will be closed to make stock, and book-keepers will be working day and night to prove the ledger, close it up, and prepare a balance-sheet. To many accountants this is a season of anxiety and dread. They have sailed along six months or a year through the routine operations of journalizing and posting, and now comes their day of judgment. Their competency is to be tested; and upon that test hangs, perhaps, their future. To such Dew's Special Course offers efficient aid—is a friend in need. Opening, closing, re-opening, and changing from single to double entry, are stripped of mystery, and made as simple as any other operations of book-keeping. Old book-keepers and young, and business college graduates, get in this course full and complete knowledge, such as no other system of teaching confers.

EXIT 1880!

BRING DOWN THE BALANCES.

January 1st is nearly here. Young men, book-keepers and business men can take up Dew's Course NOW, and although the Course will not be completed by the New Year, still they will be able by that time to change their books from single to double entry, or make out a balance sheet from a set of double-entry books and close them up, understanding what they do. So simple and complete is this method, that in a few weeks those who have been keeping their accounts imperfectly can learn the basis of the science. Students who may desire advice or assistance in adapting the forms of their books to their particular business, will be assisted by Mr. Dew without charge.

THE COURSE OF INSTRUCTION.

BOOK-KEEPING.

The course of instruction in Book-keeping is complete and comprehensive, comprising five separate and distinct sets of books by Double Entry; the third set is Merchandise Business, combining Journal and Day-Book, and introducing a Partnership Business; the fourth set illustrating buying and selling trading stocks, real estate, railroad stocks, state bond stocks, etc.

In the fifth set is introduced the most approved form of a Double-Entry Cash-Book, making it a book of original entry, and posting its results directly to the Ledger, without using the Journal for the cash transactions; this is followed by a thorough drill in the commission business and a set of Single Entry Books.

No copying is done, not even of Day-Book entries or any part of the work.

It is promised that every pupil shall walk from his knowledge of Principles; and, supported by past experience, it is guaranteed that he shall understand the why and wherefore of each step in doing—Day-Book Writing, Journalizing, Posting, taking Trial Balances, Closing Books, making out Statements of Losses and Gains, Resources and Liabilities of a Merchandise Business, Partnership Business, giving a thorough Analysis of Accounts, and showing all the financial facts that the most approved system of books can show—in fact, such a knowledge of the logic of Book-keeping as may be acquired, even through the actual experience of the counting-room, only after years of practice.

OPENING AND CLOSING BOOKS.

There are hundreds of practical Book-keepers who have become familiar with the daily routine of entries that occur in the particular set of books that they are keeping, and are in many respects good accountants, but who, if called upon to open or close a set of books, would be quite bewildered. Many sets of books run for years before they are closed, for the sole reason that the persons keeping them dare not undertake to close them. This part of the course of instruction is so successfully gone through with, that many experienced business men and accountants take up the course.

BUSINESS WRITING.

Although this is by no means a mere Writing School, an hour's instruction is given each evening in Practical Penmanship, by the most approved methods, with a view to a rapid, simple business style. Bad habits of pen-holding, cramped positions and movements, nervousness, etc., are eradicated, almost invariably, by the persevering use of our carefully graduated series of *Muscular Movement Exercises*.

The Writing exercises are given the first hour in the evening, so as to bring the Book-keeping at an hour to successful business men, who may not care for the writing.

BUSINESS FORMS.

This course includes instruction in the drawing of business papers, viz: Notes, Drafts, Invoicing, Receipts, Orders, Bills of Exchange, etc.

DETECTING COUNTERFEIT MONEY.

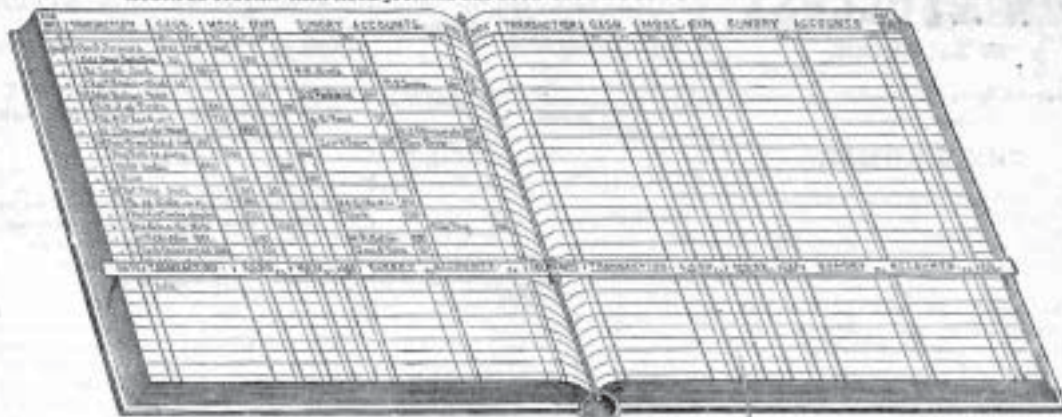
Without extra charge, we give thorough instruction in the science of detecting counterfeit money, by intelligible rules—by a science that has positive laws that never fail—giving no exceptions. These laws apply to Bank Notes, United States Bonds, Internal Revenue Stamps and Greenbacks.

BOOKS FURNISHED FREE.

Considering the rates of ink and cost of books, the saving of valuable time, the better and more thorough instruction given, a knowledge of accounts costs less than one-fourth of the expense of attending any Business College. We offer a guarantee made by no other school, viz: that we do not want the money in advance, nor before the system of teaching has proved itself to be what is claimed for it—the best, the most thorough, and the cheapest ever devised.

Attend the Introductory Meeting Free.

MULTIPLE-COLUMN CASH-BOOK-JOURNAL-DAY-BOOK—SHOWING DOW'S PATENT HEAD-LINE INDICATOR.



THIS INDICATOR, WITH THE NEW METHOD OF BOOK-KEEPING, SAVES LABOR, MONEY, AND MISTAKES.

A BUSINESS MAN'S SATISFACTION.

OPINION OF A LOUISVILLE, (KY), MANUFACTURER.

DWIGHT S. DOW'S METHOD NEW AND PERFECT.

Office of F. C. LOSEY, Manufacturer, 123 W. Market Street, Louisville, Ky., April 26th, 1879.
 DWIGHT S. DOW—Dear Sir: * * * * * During the past few weeks I have been using my new books made after the improved format taught in your course, and I want to urge business men and book-keepers to attend your school. Your new forms of simplifying accounts is saving me a vast amount of LABOR, as well as GIVING ME THE SATISFACTION OF A GENERAL KNOWLEDGE OF HOW MY BUSINESS STANDS EVERY NIGHT. I cannot refrain from again expressing my satisfaction with your mode of instruction and the value it has been to me.

With best wishes for your unequalled success, I remain, yours very truly, F. C. LOSEY.

Book Store Manufacturers and Book-keepers may order the Course and Line Guide at any time by addressing DWIGHT S. DOW, 18 Astor Place, N. Y.

"GET THE BEST."

Dow's Method is Cheapest and Best.

Through, Honest Instruction, with Economy of Time and Money.

The science of book-keeping is essentially simple. All classes of transactions are recorded by means of a small number of simple formulas. The same principles apply in all double-entry book-keeping, no matter how simple or how complicated the forms.

In every set of books, accounts are debited and credited to show the same facts. In the lumber yard, the retail shop, the hotel, the bank and the wholesale establishment, the law of Dr. and Co. is precisely the same, the forms of books and entries varying with the exigencies of each class of business.

If the principles are thoroughly acquired, the forms are readily understood and properly applied. These things being so, it is plainly an error to suppose that it is necessary to spend months and years to acquire a competent knowledge of accounts; it should be the work of weeks, instead. An intelligent pupil, under a proper system and the guidance of a good teacher, does master the whole subject, so far as it can be learned outside of the responsibilities of the book-keeper's desk, in this school.

By Dow's Method, the student is not left to plod wearily through a text-book in which technicality is piled upon technicality, but is led by the living teacher in a straight path to a full mastery of the subject. Here the studying is largely done for the pupil, and the way is cleared before him.

THIS COURSE.

Young men out of business can take this course and be ready for the opening of the new year's business. The course is short, to the point, cheap, and the best transaction ever taught, and will enable you to start, as you must do, to success.

Those desirous of securing the most ECONOMICAL, THOROUGH, EXPEDITIOUS, PRACTICAL and SUCCESSFUL course of business training for themselves, should attend the Re-opening.

We refer with grateful pride to the members of the Commercial Night School, Baltimore, who substantiate the facts presented in this circular, as shown in the testimonials entitled "Dow's Success."

Those anxious to know Dow's method of teaching should attend the opening Monday night.

Don't buy a pig in a poke. Don't pay in advance for a commercial course, with no assurance of getting what you pay for, when you are invited to try the merits of the new method, before paying a cent. Go and listen to DWIGHT S. DOW, Monday Evening, December 5th.

[From *Milwaukee Sentinel*]

"Mr. Dow's School closed at Merchant's Hall last night. The attendance has been enormous.

* * * * * In the classroom we have yet to see his peer. Full of energy and magnetic confidence, infusing into the whole body of students the spirit of work, yet possessed of a patience and an absorbing good nature which nothing seems to ruffle. * * * It appears to us to be a realization of the ideal teacher, 'born, not made.'"

The following is clipped from an official in the *Commercial Gazette*:

"Dwight S. Dow has invented a very simple contrivance for adjusting columns of accounts spread over wide folios. By it the book-keeper can with amazing promptness trace the line and column for entries without an eye-straining effort to know if he is on the right line and correct column. It is a wonder it had not a long time since been discovered with wide journal pages. * * *"

OUR PECULIAR ADVANTAGES.

New Methods of Illustration; New and Condensed Forms in Book-keeping, numbers also taught; Protection against forging Monetary Papers; Lectures on Detecting Counterfeit Money; The proper Drawing of Notes, Drafts, etc.; A far more thorough knowledge of the Science of Book-keeping than was ever before taught in any School.

Any person possessed of good hearing, good eyesight, and good common sense, can become a practical accountant in a few weeks by Dow's Method.

Those who are anxious to know Dow's Method of teaching should attend his opening, Washington, Monday Evening, December 5th.

The Irishman's Book-keeping.

"Kape books, d'ye say? 'Share I can. No man in Dublin better." He got the job and the books, and put the latter into a satchel and set on it. "Share, I'll kape 'em as long as the tea lasts," he said.

Attend the First Meeting Free, in the Saint Cloud Building.

DOW'S SUCCESS

IN BALTIMORE.

The Bold Strike at the Old Methods of Teaching, and
THE TRIUMPH.

Who attend the School in Baltimore and what they say of its Voluntary Testimony signed by many former students of the so-called "Colleges" of Baltimore who know whereof they speak.

Business Men from the Best Houses in the City give their Endorsement to the Course of Instruction and the Most Popular, Useful, Thorough and Successful Method of Teaching Accountants.

At the close of the School, Mr. J. WILSON COLE, Assistant Book-keeper Central Savings Bank, corner Charles and Lexington streets, arose and said that he had been chosen by some of the class to place formally before the school the following testimonial: "It remained," he said, "his sentiments and he hoped those of the school; and he also hoped that it would carry conviction of the true worth of Mr. Dow's original method of teaching accountants, etc., to everybody in Baltimore."

What Mr. Cole said and read out only brought down the house, but the names and addresses of every member of the class follow.

THE ADDRESS.

V. M. C. A. Hall, Baltimore, Nov. 1, 1893.
No. 4000 N. York—

Dear Sir:—As a matter of simple justice to you, and of vital interest to business men, clerks and professional men, we desire to express our opinion of the merits of your course, your method of teaching, and your unqualified ability as a teacher. We desire to say to our friends and the public, that your system of business embraces a full and thoroughly practical presentation of book-keeping, together with such collateral knowledge of business forms, etc., as for your pupils to assume at once the responsibilities of the counting-room; the whole so logically presented and connected as to render the acquisition a pleasure rather than a task, completed in a few weeks instead of six months or a year. If your method principles are not only explained but applied in such a way as to rivet them permanently in the mind. Your system of teaching, as conducted by you, is so simple and direct, and without, so backed up by your personal energy, enthusiasm and devoted effort, that the spirit of work pervades your entire School, and renders results which we have never before seen in any class room. Your unswerving good nature, tact and inextinguishable kind of simple and apt illustration, stamp you a genius in your line of work, unapproached and unapproachable. Your power as an instructor comes to us, who have felt its influence, a gift rather than an acquisition, though long experience has named and perfected it. Finally, we believe that in you, young men and women who desire to succeed in business, have a benefactor and friend; that business men will find in your course invalua-

ble business knowledge, guaranteed from no other source so easily, promptly and simply; to you as a teacher, gentleman and friend, we pledge our individual and undivided support.

Yours very truly,

- J. WILSON COLE,
Assistant Book-keeper Central Savings Bank, Charles and Lexington Sts.
- ROBERT COLE,
U. S. Navy Pay Office, Custom House.
- J. CEPTON BUTLER,
Messrs. Yarns, Lupton, B. C. E. Co.
- JOHN H. ROBERTS,
P. W. & S. B. B., 27 Eastern Avenue.
- MEYER NEUFURDER,
117 Broadway East, 24 E. Centre St.
- D. P. NICOLASSEN,
Solutions of Johns Hopkins University.
- CANTHRO MENNENDE,
With Messrs. Greenbaum & Sons.
- ROBT. B. MCGEECHIE,
Insurance, Charles Street Ave., Baltimore, Md.
- WM. D. KELLING,
Cor. Charles & Baltimore Sts.
- J. W. HILLMAN,
Cotton and Groceries St.
- WM. W. FREY,
Wid. John L. Fry, No. 84 W. Baltimore St.
- CHARLES COLLEGRITH,
Wid. Sarah A. Evans, cor. Baltimore and Liberty Sts., Wholesale Station.
- FRANCIS X. DONOHUELLY,
Wid. David Donohue, cor. Calverton Ave. & Ulster St.
- JOHN SHEARMAN,
Office of F. F. Shearman, No. 2, Attorney-at-Law, 79 Law Building.
- H. T. HILLMAN,
Wid. D. Shindler & Co., 41 Hanover St.
- RAMSDELL TANNEN,
Wid. Madeline Tannen, Jr. Second St.
- H. C. L. CREESE,
14 Charles Street.
- ALLAN TILFORD, Jr.,
Cor. Baltimore & Edge Sts.
- PURKE TULLIHAN,
Cook for Messrs. Fenn, No. 10, Green St.
- FRANK R. ROBERTS,
Worship, Md.
- ALBERT NICOLASSEN, Jr.,
Wid. C. F. Fox & Sons, 615 W. Lombard St.
- JNO. DEWEN,
14 Avenue Jerome.
- M. J. FLENN,
Wid. Luke Fenn, E. Cal. St. and 24 S. Charles St.
- CHARLES E. PUFFIN,
Bookkeeper, with Charles P. Stevens, 55, Calvert St.
- WALTER S. GARRISON,
With Geo. W. Garrison & Co., Cor. Pratt and Fremont Sts.
- J. K. CHASTAIN,
Wid. Wynona, Bond & Co., Commodities, 40 Green St.
- R. WALLIS,
11 Northway Street.
- E. WOLFGEMEIER,
Wholesale Clothing, 147 W. Baltimore St.
- EDW. E. GIBBS,
Ct. for Sec. of Treas. McClellan & Co., Ctn. Manufacturers, and, and, 100 Grand St.
- L. T. EVERETT,
Sweeney & Stewart, 134 1/2 S. Ward.
- FRANK E. LEHMAN,
Edge St.
- EDWIN WINN,
Second and South Sts.
- C. D. PARKER,
Messrs. and Baltimore St.
- CLARK HUTCHINGS,
417 Jackson St.
- J. J. FARRER,
Hawley Street.
- GEO. A. MILLS,
Wid. Susan J. Mattison, City University.
- J. E. LOEFF,
Waverly, Md.
- NATHAN C. HANCOCK,
Coke House, S. N. Gay St.
- J. THOMAS BURKIN,
Wid. Academic Progress Book Concern, 217 W. Baltimore St.
- M. D. W. CASSELY,
Hawley Street.
- J. DAVID ALLEN,
Bank and Professionals.
- H. WILHELM,
Wid. Joseph, Safe & Co., 140 S. Baltimore St., Dept. Clothing.
- LUCAS S. BOUGHTON,
Wid. L. McMoray & Co., 5, 7, 9, and 11 Green St.
- MORRIS HARRIS,
Market Street, No. 40.
- HAROLD M.
- J. L. JARRISON,
Packaging Agents Office, Canton, Md.
- GEO. BOURNE,
79 Lexington Street.
- W. WELSH WILEY,
14 W. Madison Street.
- JOHN F. GAUSS,
28 Riverside Avenue, and others.

SOUND SENSE.

One of Dow's "Patent Sermons" to Young Men

WHO SPEND THEIR EVENINGS "DOWN TOWN WITH THE REST OF THE BOYS."

Clerks and Mechanics can SAVE Time and Money, and GAIN a Grand Working Capital of Business Knowledge, by Attending Dow's Commercial Night School.

We wish to say a few words to clerks, mechanics, apprentices and others who are employed during the day. You have no doubt every three fall a desire to obtain a business education, and would gladly avail yourselves of such an advantage if you had the time and means to spare. You can not afford to give up your situation to attend a day school or college, for you need the weekly or monthly income to help you to the necessities of every-day life. In this you have succeeded well; but let us see if you have so time to give to so important an object as fitting yourselves for future usefulness. Where do you spend your evenings? "Usually go down town with the rest of the boys—sometimes go to the theatre." There are worse places than the theatre. Tobacco-going, like certain drugs, may be beneficial if taken in proper doses. When you say you sometimes go to the theatre we understand you perfectly; but your going "down town with the rest of the boys" is not so desirable. There are plenty of places where young men can spend their evenings; places that breed of gorgeous tapestries and splendid illuminations. No merchant or enterer to the public displays his goods or serves up his wares in a manner more pleasing to the eye, or grateful to the palate, than he who makes it his study to entertain those who "go down town with the rest of the boys."

In this way and in this manner you are spending your time—precious time! Time that you can never recall. Time that will yield you no beneficial return. But this is not all. At the end of the month your cash on hand does not correspond with the figures upon the pay-roll. You add your expenses for board and a few articles of clothing, and still there is a deficiency. Multiply this difference by twelve and you are surprised that so much money has slipped away during the year. Compare the amount of time and money which you have thus wasted in a twelve-month with the requisite time and rates of tuition as given in another column, and you will find that you lose the means at your command to help you in obtaining a thorough business education—an acquisition that will be of incalculable worth to you in future years. You do not always seem to be clerks, journeymen mechanics, or laborers; you seem to have some time a business of your own. See to it that you fit yourselves to become masters of your business. You can accomplish this by attending Dwight S. Dow's Commercial Night School. When your term of lessons is finished and your inkhorn paid, you will, in many cases, have more money than if you had not attended the School. It will cost nothing to spend an hour of our speaking, and see what we propose to do for you.

COME AND SEE US.

We invite ladies and gentlemen generally to our first meeting, announced in the first column of our paper.

We propose to give a short business talk on business, and come to business. Come and hear what we propose to do, and how we shall proceed to do it. It may be that you do not need the course of instruction we present; but by being present you may be convinced that others whom you may influence will receive a life-long benefit by working with us. Hundreds of men in business, who were otherwise occupied during the day, and young men who had no time or means to attend other schools have received the advantages of the Commercial Night School, simply because they or their friends chanced to attend the First Meeting.

We propose to teach business, and propose to make ourselves known on business principles. We do not "cavort for money," "batter-hole," or "life insurance" people individually at their houses or places of business, but place our claims before the public at large in a legitimate way; providing nothing we do not accomplish, and undertaking nothing we do not perform.

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