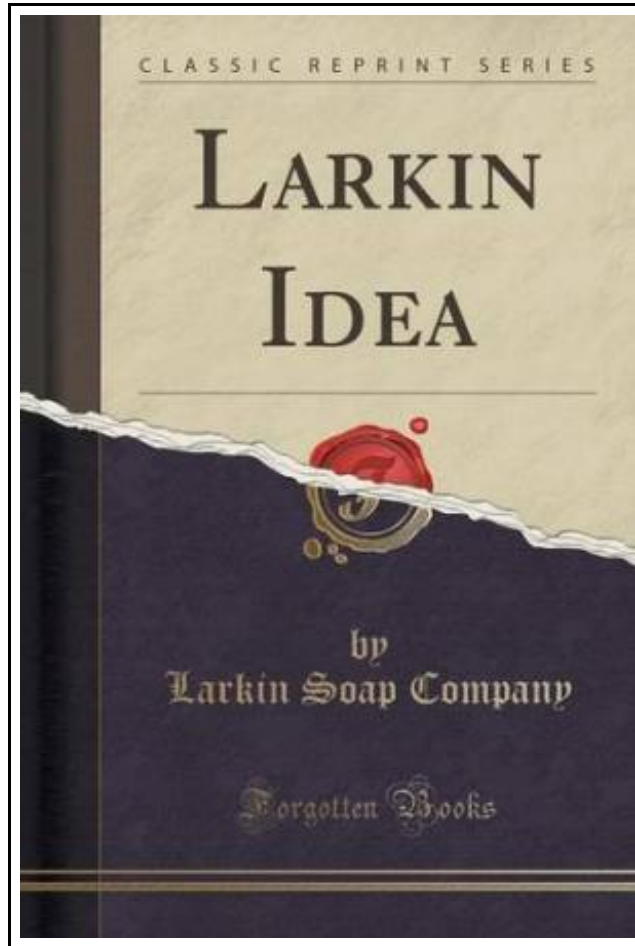


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Forgotten Books, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Excerpt from Larkin Idea We may imagine how proud she felt. She received her Desk and soon after she thought it would be nice to surprise her father with a Book-case with glass doors for his birthday present. This time she had to sell 115.00 worth, but it did not take her long. When the Book-case came she was overjoyed and her papa said, It is just beautiful. How much did you pay for it? Pauline answered, I did not pay anything for it! I sold the Larkin Soaps; that is how I got it. Dont you think it is worth the effort? Her papa replied, Indeed I do. I dont see how they can give such beautiful Premiums for so little money. Besides my little girl has, I am sure, learned a valuable lesson in business. A few months after Pauline received her Book-case her friends said they would like to get more of the Larkin Soaps, so Pauline said to her mother, Why dont you organize a Larkin Club-of-Ten? It is so nice. I will read you the rules and how to conduct it. Her mother thought it a good plan, and they both went to their friends, and soon had ten who would become members. Pauline smother took a Couch for her Premium, which she liked very much. All the members of the Club were well pleased with the Soaps and Premiums. Pauline slittle brother, Herman, delivered the Soaps in packages, and he soon grew tired of carrying them. One day he said: Mamma, I wish you would get that Express Wagon from Larkins for me so I can deliver the soaps more quickly....

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