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Collection # 2358
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Date: circa 1881

Description: This advertisement is recruiting agents to sell Shaylor's Compendium of Penmanship. The ad puts emphasis on the importance of penmanship and it's ability to acquire jobs. Working as an agent would require selling the compendium and canvassing an assigned town. Several letters of recommendation are included in the advertisement to inform of the Compendium's success.

SHAYLOR'S
Compendium of Penmanship!
AN ILLUSTRATED ANALYSIS OF
BEAUTIFUL WRITING,
WHICH IS ESPICALLY ADAPTED TO BUSINESS PRUPOSES, BEING RAPID, GRACEFUL AND
EASY.

It is the Finest System of Penmanship in the world, and whoever practices from it as directed
Cannot Fail of Making the Desired Improvement

Agents Wanted Everywhere

To sell this work, for which we will pay you a **LARGER COMMISSION** than is being paid on
any book pr publication in this country to-day. You can make Large Pay by working for us.

A Compendium **FREE TO ALL!** Read on and See how we can
make it a Great Object for **YOU** to WORK FOR US.

IF YOU WOULD MAKE LIFE A SUCCESS, IT WILL PAY
YOU TO READ THIS CIRCULAR THOROUGHLY,

Where you can learn how to fit yourself this fall and winter for a good situation in the spring, where you
can make money, be in the line of advancement, occupy a good position in society, and be come an enter-
prising citizen.

Your success in life depends almost wholly upon the start you make while young. If you make no
effort to advance yourself you cannot expect others to advance you. You cannot start too soon. Every
day past is lost forever. Commence now and do something; seize upon this opportunity, and in the next
few months make yourself

A GOOD PENMAN,

MR. SHAYLOR AS A PENMAN.

Mr. Shaylor graduated at the age of 18 with the late Prof. P. R. Spencer, author of the great Spencerian system of penmanship, and is probably to-day the best living teacher of that system. He has given his whole time since a boy to the advancement of this art, and is ranked as the most perfect penman and the finest pen artist in the country. His penmanship does not contain the irregularities or inconsistencies of size and shape found in the work of other authors, BUT IS ABSOLUTELY PERFECT

in every part and every letter, as you will see by referring to the enclosed specimen, he is the author of many beautiful things, of which [erhaps his compendium of penmanship is the most practical and beautiful combined.

SHAYLORS COMPENDIUM OF PENMANSHIP.

A Beautiful Work of Art, and an Aid to Whoever would
Become a Fine Penman.

The work of this compendium consists of carefully arranged free-hand exercises, parts of letters and principles, designed to give the students a free, easy movement. An illustrated analysis of plain business and ornamental writing and fac similes of beautifully written notes, receipts, bills drafts, and a full sized autograph business letter. There are not only splendid specimens of penmanship, but are perfect business forms, showing the proper arrangement of each part, including the use of capitals, punctuation, etc., and are especially intended for imitation by those who would write correctly. The business letter is particularly valuable in this respect, as it shows the proper form of beginning, wording and closing such as letters. This work also contains fine specimens of card writing, ladies' hand and teachers' hand, as well as splendid specimens of the most beautiful; and artistic ornamental pen work, there being one sheet alone, 10 by 17 inches, containing the most beautiful designs and the finest work ever before produced. The centre peice of this sheet represents a richly wrought bird's nest in the branch of a tree. In the nest are three eggs, and on the opposite edges of the nest are two beautiful birds sitting, facing each other, and looking thoughtfully down into the nest. This is indeed an elegant thing. One must see it in order to appreciate it. It is absolutely beyond description, so much beauty and ease is there in every stroke of the pen.

At the top of this sheet is an engraved heading bearing the words "SHAYLOR'S COMPENDIUM OF PENMANSHIP." This is executed in scroll, with letters of the rarest and most beautiful design, and around and through it runs vines and fine ornamental work.

At the left of this heading is the Goddess of Liberty, holding aloft in her hand the banner of liberty, and resting the other hand on the shield of the United States, and at her feet is the American eagle with outspread wings.

On either side of this beautiful centre piece, and in the upper corners, are specimens of beautifully flourished letters, fine writing, specimens of card writing, invitations and quotations from Shakespeare, all elegantly done, and so arranged as to give a delightful harmony to the whole piece.

In each of the lower corners are two beautiful birds, elegantly flourished

with little gems of scrolls and long grasses floating carelessly back from their mouths. At the bottom of the centre piece is a richly and beautifully executed scroll, with the words "H. W. SHAYLOR, PEN ARTIST." This like all the rest is perfectly executed and shows as does everything connected with this work, what perfect skill, what fine state and artistic beauty Mr. Shaylor has attained.

We have tried to describe this sheet so the reader can form some idea of its beauty and general harmony, but we find we cannot describe it so you can appreciate it for its full worth. It is indeed one of the most, beautiful pieces of elegant pen work ever executed, and is of sufficient beauty to adorn the walls of the most costly rooms.

A BOOK OF INSTRUCTIONS GOES WITH THE WORK.

which embraces a careful discussion of the whole system of writing, and gives full information how one can, by practicing as we direct, become a fine business penman or a teacher of the art. It contains a cut showing the proper way to hold a pen, and gives full instructions on the spacing and shading of letters, and on the proper movement necessary. It contains advice as to the proper position of the body, so as to maintain health while writing, also advice as to the best materials to use, such as pens, penholders, stationary, ink, etc.

MADE WITHOUT TAKING THE PEN OFF.

Specimen of Large Flourished Writing from

Shaylor's Compendium.

The above specimen of bold, flourished writing will show what a free, easy movement one gains by practicing from SHAYLOR'S COMPENDIUM, and, too, what a perfect control one gets of a pen. It makes a pen a mere plaything in one's hands. This specimen from the S to the C, or all the capitals were made at once, without taking the pen off the paper. There is no other system that gives one such a perfect command of the pen and will enable him to become so nice a penman or to take such rapid improvement, and we can say again that whoever will practice from this work honestly and industriously cannot fail of becoming a nice penman. We know you can do it, and will guarantee you success.

Penmanship Easy to Acquire.
The art being purely mechanical, is more easily acquired than any other. Every person from eight years old and upward, until the body becomes tremulous with age, who secures our COMPENDIUM OF PENMANSHIP, can learn to write a legible, easy hand, and we make this statement, based upon experience, that any boy, young man or young lady who will procure our Compendium of Penmanship and follow the instructions therein contained in practicing and studying ONE HOUR EVERYDAY FOR THREE MONTHS, WOULD NOT PART WITH THE INFORMATION AND SKILL GAINED FOR ONE HUNDRED DOLLARS. Indeed it would be worth many times that amount to you during your lifetime, and to many it would be the cornerstone of a fortune.

Good Penmanship as a Means of Advancement
There is no other branch of education that will do as much for you, that will give you the opportunities for advancement, that will so readily and surely enable you to procure a good situation as will GOOD PENMANSHIP. There isn't a day passes but that you want to use it, and it at once recommends you to the business public, and when you once get employed by a business firm, whether as a clerk or book-keeper, you are in the line of advancement and should not stop till you become a member of the firm. It fits you to compete for thousands of situations that you are not capable of filling now, and socially considered, it is an immense benefit to you. Good penmanship is sought after by every business house and business institution in the country, and a good penman, other things being equal, will get a position every time, where a poor penman cannot. This I noticed particularly in my own case, for I was in the telegraph business, and had a mere boy, I wrote to the manager of the Boston office, asking if he had any place for me, and he immediately replied, offering me a first-class situation, at a nice salary. This situation was procured wholly by my being able to write a nice hand-which I gained by practicing at home evenings. I had a friend who grew up with me and practiced penmanship at the same time and in the same way that I did. I showed a letter of his to a leading business man, one day, who hired him simply from seeing the letter, which was nicely written, and properly arranged. He has since risen to the head of the department of a great publishing house. But these are only two instances which is the general rule. We have two publishing houses alone in this city that employ some 300 young ladies and gentlemen, who owe their positions to penmanship alone. Hence we may truly say that good penmanship is the door through which poor boys pass to positions of honor and trust, and from which they become enterprising, active business men.

To Young Ladies.
This circular has been largely addressed to young men, but it will apply equally as well to you. To-day, young ladies are found in almost all positions, as CLERKS, COPIISTS, BOOK-KEEPERS, CORRESPONDING CLERKS, etc. The demand for this class of help is continually increasing, but, young lady or young gentleman, before you fill these positions, you must fit yourself for them, and we now offer you the opportunity, **FOR ONLY ONE DOLLAR**, to do this while at home attending to your regular business. The sooner you procure this work and commence preparing yourself for a successful life, the better it will be for you.

Agents Wanted, at Large Pay!
WILL YOU WORK FOR US?
We want an agent for SHAYLOR'S COMPENDIUM in every town in this country. Will you work for us? If yes, we will pay you larger pay than you can make canvassing for any other publication, or doing many other kinds of work. We want to introduce the work everywhere. Knowing it is the best thing ever published, and will take like fire wherever it is shown, we can afford to give our agents more than we would otherwise do. Agents who are selling the work now report large sales and heavy profits.

We Give Our Agents a Compendium, Free.
As above stated, we give our agents a Compendium free, but to protect our names, and as a guarantee of good faith, we first ask all agents to buy a Compendium at the regular price. With the Compendium, we send him our private terms to agents, and a letter consisting him our regular appointed agent, and instructing him how to canvass. After he has sent us five names, we send him an extra Compendium FREE, which really makes a free Compendium to all our agents. This, you see, is perfectly fair, and the only way we can protect ourselves. As before said, we pay our agents large pay, but prefer not to state it until you become our regular agent.

It will Pay You to Take the Agency. Don't Wait until Someone Else Has It.
If you do, you will lose an opportunity of making money and getting a Compendium in practice from. If you do not want to buy a Compendium, you can get the Compendium in practice from yourself, and during the fall and winter sell fifty or a hundred, which would pay you enough to buy a good Gold Watch. From this statement you can estimate how well we will pay those who work for us. You do not have to wait until you get five orders before sending in, but can send one or more at anytime, and you receive your pay from the first, above stated; yes we do more than this. We increase your commission when your fifth order comes in; but we start you with the largest commission ever paid agents, and after you get the increased percentage it will enable you to make more money canvassing for us than anything you can do in this line. Remember that we give you instructions that will aid you, and if you have never canvassed these instructions will so assist you as to make you equal to an old canvasser.

READ THE FOLLOWING LETTERS

From Business Men and Agents, and Those Who Have the Compendium.

AUGUSTA, ME., July 1st, 1881.

F. A. MUNSEY
DEAR SIR— I have seen and examined SHAYLOR'S COMPENDIUM, which is published by you, and I am pleased to say that it is the finest system of penmanship for learners I have ever seen. It is particularly suited to business purposes as well as being a beautiful work of art. I once took a course at a leading commercial college at an expense of \$200.00, and the system taught there would not equal yours. Your copies are more perfect and more varied, and your instructions more simple, more comprehensive and altogether more practical; and I would say that one can become a fine penman by practicing from your Compendium as well as by attending a commercial college, and this, before he gets at home, almost without expense.

Very truly yours, J. H.

PLUMMER.

NOTE— Mr. Plummer is in a leading business in this city, and is universally known as a particularly fine penman as well as a gentleman whose word can be relied on.

From a Business College.

AUGUSTA, ME., September 2d, 1881.

F. A. MUNSEY.
DEAR SIR— I have very carefully examined the Compendium published by you, and do not hesitate to pronounce it by far the finest work of the kind I have ever seen. The execution seems absolutely perfect and fully sustains the reputation which Prof. Shaylor has gained wherever his work is known, of being one of the finest and most artistic penmen in the world. I believe he has no superior and but few equals. With your Compendium, any person who will devote the required amount of time and labor, can become an expert penman.

Yours truly,

R. B. CAPEN,

Prin. Drigo Business College.

ROCHESTER, N. Y., Sept. 1st 1881.

F. A. MUNSEY,
DEAR SIR— Your Compendium was received one week ago, I am delighted with it. It is far better than I expected, and takes improved a good deal so quick. Enclosed is \$—— dollars, for which send me fifteen copies of your Compendium, and also the one free to agents, making sixteen in all. I will send another order soon.

Yours, etc.,

FRED D.

WYMAN

Extracts from Letters.

Gen'ts.— Compendium received, and upon a careful examination of the copies, I can pronounce them far superior to any similar work before the public. They merely want to be introduced, to sell rapidly. Am confident I can dispose of a large number.
D. H. HOLCIMB, Mallet Creek, Ohio.

I received the Compendium ordered, all O. K., but I said it before leaving the P. O. Meeting a stranger who spied me as I opened it, he desired the purchase of it and would not be refused. Please send half dozen at once. I can sell a good many this fall and winter. JAS. T. WHITE, Penman, Lebanon, N. H.

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G. S. BEATTY, Belleville, Ont.

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Enclosed find cash for half dozen copies of your Compendium.
C. M. ROBINSON, Lawrenceburg, Ind.

Compendiums at hand. I have seen about all the works of a similar character extant, and have no hesitation in pronouncing yours ahead of them all.
P. H. CARNEY, Penman, Lawrence.

FRIENDS,

I have told you as best I could what I have and what its merits are, and have tried to show what can be gained by its use. Boys oftentimes do not feel the importance of a good faith, we first ask all friends, that it is of the greatest importance. Life is short, and one usually has no time, after arriving at manhood, to change his occupation, therefore the importance of making a right move while young, and of acquiring that which will recommend one to the business world, for it is in the business world where success is most marked. "One cannot catch large fish in a small pond," neither can he make such money where there is none. How many times in life would one be willing to pay double the price of this work to be able to write a letter or note smoothly and correctly. Still more, how it helps one in a business and a social life.

What young lady would not be proud to write a nice pretty letter to her friend, and to sign her name in an autograph book so as to merit the praise of all seeing it; but, as I have before said, young ladies are now in great demand as book-keepers, clerks, etc., therefore good penmanship, with a proper knowledge of these things, necessary to get work.

Boys, young gentlemen, young ladies, who have this circular falls into, it means you; what we have said, we have said to you personally. You can attain success; you can become an enterprising citizen, but bear this in mind, YOU MUST MAKE A START; YOU MUST FIT YOURSELF FOR SOMETHING BETTER BEFORE YOU CAN REASONABLY EXPECT TO GET IT. I am,

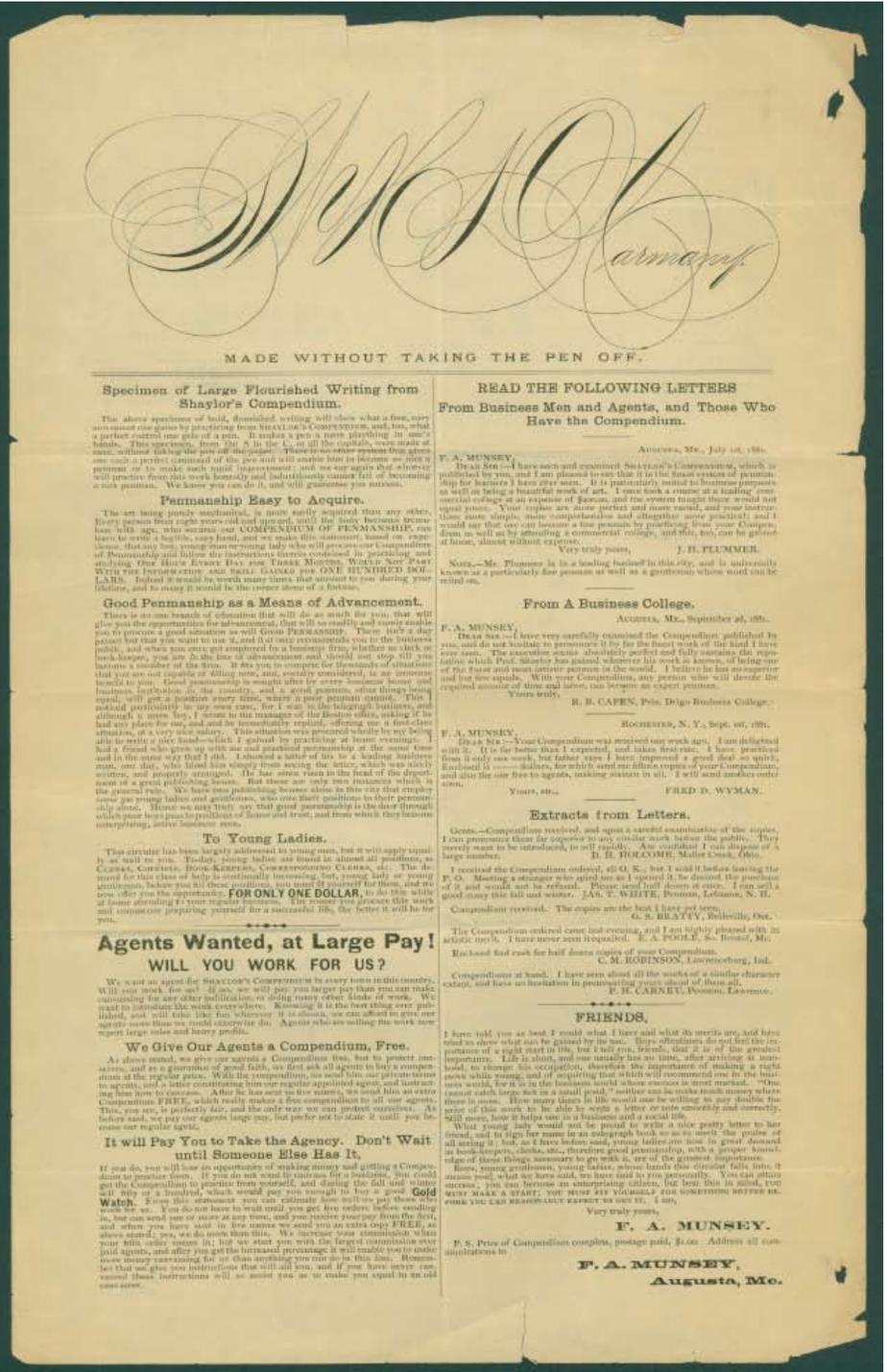
Very truly yours,

F. A. MUNSEY,

P. S. Price of Compendium complete, postage paid, \$1.00. Address all communications to

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Augusta, Me.