

NEWS OF INTEREST IN REAL ESTATE AND BUILDING FIELDS

REALTY BOARD
OFFERS COURSENational Association Institute Will Open on
October 1

SERIES OF 20 LESSONS

Vocational Study Follows
Definite Outline

The American Real Estate Institute will be ready to enroll students October 1, it has been announced.

The institute was organized as a department of the National Association of Real Estate boards following authorization of such organization by its board of directors in 1923. Its purpose is the preparation of a course of instruction in the principles of real estate practice to be given through correspondence, and the conducting of instruction in such a course. It follows the precedent set by the American Institute of Banking.

The institute is the third branch in the three-fold plan of vocational education in real estate which has been developed for meeting the need of such training nationally. This includes also direct vocational training in classes conducted either by real estate boards or by schools and colleges under the auspices and with the co-operation of real estate boards. It also includes the eventual development in leading universities of a four-year college course with real estate and its related subjects as major subjects.

Vocational classes following a course outlined in national conferences of real estate operators and educators, have already been organized under the auspices of some 100 constituent boards of the National Association of Real Estate boards. A number of universities have also organized courses in real estate and its allied subjects.

The national association recognizes the great advantage of direct class room instruction and the inspiration of direct contact with experienced men as teachers. But real estate classes are being conducted in only approximately one fourth of its member boards.

Home Study Course

Several hundred boards are not conducting such classes, and because of their small size many of them would find it difficult to handle a real estate course. The new home study course is designed to serve especially real estate men in such places. It has been organized to open the advantages of training in real estate fundamentals to men in the real estate business or men entering the business who have not access to approved real estate classes.

Herbert U. Nelson, executive secretary of the National Association of Real Estate boards, will be its director and manager. A special committee, appointed by the association's board of directors, will have charge of its work.

In the preparation of the association's home study course advantage has been taken of the resources of the association for gathering the experience of its membership as to best business practices.

The institute course will consist of a series of 20 lessons on real estate office organization, on listing property for sale, on finding the prospective purchaser, on advertising, on planning an interview, on closing a real estate deal, on financing real estate transactions, particularly on mortgage bonds and land contracts, on insurance company connections, on real estate insurance, on assembling data for real estate valuation, on securing the contract for management of property, on subdivisions, on building, and on titles and contracts. Each lesson will carry with it an assignment of a piece of real estate work to be undertaken by the student as a practical problem.

Enrollment in the institute will include life membership. Students will be entitled not only to criticism and help on the real estate work they undertake as each lesson's assignment but they will be entitled to bring to the institute any problems encountered in their future business experience.

The enrollment fee is \$50 cash, or \$55 under a deferred payment plan.

Arrange Health Booth
at Cook County Fair

The Chicago Tuberculosis Institute is planning an elaborate health exhibit for the County Fair at Palatine, August 27 to September 1. Several nurses from the Institute will be in charge of this booth. There will be posters and mechanical exhibits, free items of health literature for distribution, a chance to be weighed and measured and to find out what one should weigh, an opportunity to discuss one's health problems with a trained public health nurse, or to secure first aid if necessary.

A special feature that will be included is a Health Gypsy who will tell fortunes free and whose advice about the future will be worth having.

FREE APPRAISALS ON
BOARD'S VETO LIST

The undertaking of real estate board appraisals by every member board of the National Association of Real Estate boards is urged in recommendations adopted by the appraisal committee of the National association at its recent meeting at Washington, D. C. An authoritative appraisal service is already being given by member boards of the association in 62 cities as an important part of their work. By a plan of co-operation with the Federal Real Estate board, appraisals by official committees of these boards in their respective localities have been put at the service of the War Department and other governmental departments in the purchase or sale of Federal property.

In support of the professional nature of the service involved in weighing the factors that go to make up real estate value the committee's recommendation takes a definite stand against the making of free appraisals either by a real estate board or by any member of a constituent board. And parallel with this recommendation it urges education of board members in the principles governing appraising.

The committee's recommendation is as follows:

1. That each local board appoint an appraisal committee from its active membership.
2. That no local board or any of its members shall hereafter make an appraisal without due compensation, and the giving of off-hand opinions shall be discouraged.
3. That all real estate boards that now have or hereafter may have appraisal committees take every possible means of educating not only their appraisal committee but also their members in the methods of making correct appraisals, either by correspondence, study of literature on the subject, or by competent lectures.
4. That it is important that the appraisal committee prepare and keep

proper files of all appraisals for future reference.

5. That all constituent boards and members of the National Association be invited to confer with the chairman or members of the national committee on appraisals on questions which may be in doubt in their respective localities.

William G. Glenn, Philadelphia, is chairman of the national committee on appraisals. The members are: William H. Babcock, Chicago; Walter W. Cohn, Buffalo, John A. Flanders, Winnipeg, Manitoba; George C. Gregory, Richmond, Virginia; Myron L. Howard, Jacksonville, Florida; Emil E. Kahn, San Francisco; Otto N. Ludwig, Milwaukee; John A. Sharp, Pittsburgh; John H. Tigchon, Detroit; Barney J. Treacy, Lexington, Kentucky; I. S. Whiting, New York; John W. Gibson, St. Louis; and William Merriken, Baltimore.

SOLDIER BUG
AID TO TREESCome in Doves to Destroy
Caterpillars

Soldier bugs, commonly called stink bugs in rural places, are multiplying in the Chicago district, according to Prof. Conrad E. Tharaldsen, of the Zoology department of Northwestern university, and should not be destroyed as they are making devastating war upon the caterpillars of the Tussock and Gypsy moth. J. L. Hewitt, who is landscape gardener of the Potter Palmer estate and also acts in the capacity for "School District 75 in Evanston, brought one of the bugs to Prof. Tharaldsen yesterday for identification. Upon the same leaf was a caterpillar of the Tussock moth which eats the leaves of Chicago and north shore shade trees and the caterpillar

was dead. The bug had inserted an extra-long proboscis into the worm's vitals and had sucked out its blood.

Prof. Tharaldsen advised Mr. Hewitt to protect the soldier bug as far as possible as the destructive caterpillars are becoming extremely numerous and if allowed to thrive will decimate many of the fine shade trees of the Chicago and Evanston park systems.

"The so-called stink bug is a natural enemy of the caterpillars which are now starting to destroy our shade trees," said the Northwestern scientist. "Their work, too, is unnoticed unless very closely observed but is more vital in destroying the shade-tree pests than any and all artificial means. Insecticides that

are apt to destroy the caterpillars also destroy the bug which is his natural enemy and these sprays should not be resorted to save in extreme cases. Where the Tussock moth hasn't gained too great headway, the caterpillars should be picked off by hand. It is very fortunate that the soldier bug has arrived here contemporaneously with the leaf-eating caterpillar. The department of agriculture at Washington is importing large quantities of the soldier bugs into the eastern forests to conserve the trees."

Manufactured gas was such a curiosity in 1802 that people paid 50 cents each to see it in action in a Haymarket Garden sideshow at Richmond, Va.

VACANT PROPERTIES

We are now offering for sale, vacant property in our English Village Subdivision at Valley and Milton Avenues, Glencoe. Large lots, beautifully wooded, paved streets, and ready to build on now.

We will build an English home for you on any lot you select, finance and sell on easy terms.

FREDERICK A. COOPER & CO.

112 W. Adams St.
Chicago, Ill.Randolph 2720
Wilmette 341When All Others Have Failed
Come To Us

When a property owner wishes to sell his real estate, he wants quick action as a rule. The best way to get results is for him to list his property with a reputable and energetic realtor with an exclusive contract.

We, knowing that we are protected in our efforts to sell property, will devote every possible energy for making a sale. We will spend money advertising the property which we would not do if other brokers had the property for sale. The chances for a satisfactory and prompt sale are obviously much greater under an exclusive contract.

This system gives quick results without costing the property owner one cent more than the regular sales commission.

Why Not Try It?

Quinlan & Tyson, Inc.

Fountain Square, Evanston
Prouty Building, WinnetkaEvanston 2600
Winnetka 2199

BUYING A HOME!

Do you know that buying a home on time will save you money?

The interest that you pay can be charged against your income for Income Tax purposes.

We have recently built twelve attractive homes in Winnetka, just west of Locust Street on Ash and Cherry Streets. Seven of these are sold, and five are now ready for Sept. or Oct. first delivery.

They contain six rooms, 1 bath, hot water heat, white enamel wood work, concrete foundations, insulated with two ply Cabots quilting, landscaped and fenced, complete in every respect, some as low as \$15,500 on easy terms. Streets paved and all Specials paid. Open daily 2 to 6 P. M.

FREDERICK A. COOPER & CO.

112 W. Adams Street

Randolph 2720

Chicago, Ill.

Wilmette 341

We Are Making for
The Prudential Insurance Company
of America

FIRST MORTGAGE LOANS

at 5 1/2%

interest with privilege of payment in part or in full at any time without notice and without charge for such prepayment privilege.

And at 6% in monthly payments with like privilege. Folder showing method of monthly payment loan in detail sent on request.

George H. Taylor Real Estate Mortgage Co.

312 South Clark Street, Chicago

Telephone Wabash 1246



A uniform and clean, smokeless fuel for home heating plants. Made in Chicago from carefully selected coals.

CHICAGO
Solvay CokeNo Smoke
No Soot
Few Ashes

20% cheaper than hard coal

Fill your bin now
At Present Low Price

FOR SALE BY

E. C. WEISSENBERG

Phone Winnetka 12