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- 1 SELL THE BENEFITS OF BUYING YOUR ITEM.**
Make sure when you write your ad that you give the readers all the facts. Give them reasons to buy and make your item sound attractive.
- 2 ASK YOUR ADVISOR FOR HELP WITH WORDING.**
Ask your trained, experienced advisor about putting the most punch in your ad. We're easy to talk to, and the advice is FREE!

- 3 BOX NUMBERS ARE HANDY, BUT MAY LIMIT YOUR RESPONSE.**
The cost for our box number service is \$35.00
- 4 WHICH CLASSIFICATION SHOULD YOU USE?**
You may get more calls and make more money if you run your ad in more than one classification.
- 5 HAVE YOUR CREDIT CARD READY.**
Take advantage of the convenience of using a credit card when placing your ad by phone. You may also pay at our office by the deadline with cash, cheque or Interac.

6 CALL IN PLENTY OF TIME.
Don't miss potential buyers by missing a deadline.

FINAL DEADLINES
GENERAL CLASSIFIED:
TUES. PAPER: Monday 2pm
THUR. PAPER: Wednesday 2pm
SAT. PAPER: Friday 2pm
BUSINESS DIRECTORY:
TUES. PAPER: Friday 5pm
THUR. PAPER: Tuesday 5pm
SAT. PAPER: Thursday 5pm

7 SPECIAL CLASSIFICATIONS
Business Directory, legal notices, and social announcements have special rates. Also, ask about multiple insertion rates that help you save money.

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