

115. Contact as many newspaper employees as possible, including publisher, editor, news and advertising staffs and composing room, press room and circulation crews. Never try to sell an editor or news room employee a membership. Sell the other employees.

116. In giving items to the press, make it clear that you represent the Carolina or South Carolina Motor Club - not a branch of the state license bureau or some other organization. Bear in mind that Carolinas Motor Clubs can be used without mentioning the AAA, but the AAA should never be used without mentioning the Carolinas Motor Clubs.

117. Keep your local papers informed of any items of public interest you hear of, particularly items originating from some Club service or activity. However, it is good policy to tip the newspaper men off on any news you happen to learn, whether or not it concerns you or the Club.

MEMBERSHIP SALES

New Memberships

118. New memberships may be sold only to white people between 16 and 75 years of age.

119. Twelve-Dollars-and Fifty-Cents is the price for the first personal membership. If a person takes two, it is \$25.00, or for three \$37.50, etc.

120. Membership covers one car only. If a person wants to protect two cars he takes two memberships at \$25.00.

121. Member's immediate family may secure service if they have the membership card.

122. Salesmen's cars used for carrying samples but not for delivering merchandise, are eligible for memberships.

123. No trucks are eligible for membership.

124. Undesirable characters and dilapidated cars are not eligible for membership.

125. Terms of Sales:

Plan No. 1 - \$12.50 cash

Plan No. 2 - \$ 6.25 cash and \$6.25 in 30 days

Plan No. 3 - \$ 4.50 Cash in 30 days and \$4.00 in 60 days.

126. When accepting application on Plans No. 2 and No. 3, do not fail to state on application the amount of cash received, also the amount of deferred payment and the date it is due.

(EXAMPLE: \$6.25 Cash; \$6.25 in 30 days)

127. Checks on Savings Accounts and Industrial Banks will not be accepted.