J. WATERS RUSSELL,

REAL ESTATE.

CHESTERTOWN, MD.

To Owners Considering the Disposal of Their REAL ESTATE:

I take this method to talk direct to you, knowing that a proposition that has any merit, can afford to be openly and honestly presented, and that the matter of disposing of your property is of vital interest to you. To begin with, assume that you have thought of selling your property or that some one has made you an offer.

Any person can sell anything--it is not difficult to sell--it is difficult, however, to sell advantageously ; that is, to get all the property is worth.

Supposing A offers you $2,000 for your property and you sell. Your valuation might be too low--hence, you loose. Now, if there was a method by which you could correctly ascertain what B or any one else would offer, then your property would bring the greatest amount attainable. How often have properties been sold when others would have given more for them.

From the above, it is evident that property is BEST sold when it is presented to the greatest number of prospective buyers.

In looking at the purposes and plans of a LICENSED Real Estate Broker, you can very plainly see how eminently advisable it is to place your property in a broker's hands.

This is a specialist's age. For instance, a contractor and builder is skilled in designing and constructing buildings—not in ascertaining the people who want to buy Real Estate.

The VERY EXCELLENT REASONS WHY there should be men skilled "specially" in surgery, men trained "specially" in banking, hold true in reference to Real Estate Brokers.

WITH THIS CLEAR IDEA OF YOURS of the nature of my Real Estate business, we can proceed to show the practical methods employed which BRING RESULTS. It is not necessary for me to show highest testimonials nor publish a list of my sales, but when you consider that my agency contains nearly 1000 people looking for various kinds of property, and considering my connection with the NATIONAL REAL ESTATE EXCHANGE (incorporated), it is absurd to say that you can sell as readily and satisfactorily as I.

I DO NOT UNDERTAKE TO SAY that the only way to sell your property is through MY AGENCY. You cau have it sold at public auction, but, DO YOU WANT IT SOLD THAT WAY?

REMEMBER, MY commissions depend not on taking your property for sale—but IN ACTUALLY SELLING IT. I don't want any pay unless I render you something in return.

WOULD I BE SPENDING MONEY in these advertisements unless I had utmost confidence in my ability to sell YOUR PROPERTY? Eighty per cent. of the property I have sold had been formerly placed on the market by the owners with NO RESULTS.

TO GIVE AN EXAMPLE OF THE VALUE OF MY SYSTEM:

If two men want a farm, there is twice as much chance of selling as where there is only one inquirer.

I WORK CONSTANTLY in finding out the people who want to buy Real Estate. Does ANY ONE ELSE, do this? The answer is NO.

SUPPOSE, THEN, I SELL YOUR PROPERTY for $1000. You pay me $50 commissions. Is not this better for you, than if you sell it yourself for $900?

I DON'T CLAIM to be able to sell at exorbitant prices, and would not do that if I could. My success in selling property depends upon selling only at a reasonable price. I know by experience that to sell I must have the confidence of the buyer as to my ability to present nothing but meritorious propositions.

I HAVE THREE PLANS.

Some properties should be advertised by sign, in newspapers and in my catalogue. This is one method.

The second plan is to list the property in my catalogue, but to so describe it that it will not be publicly known as being for sale. This places property for sale in channels where it is likely to be sold, and yet the property is not unduly exposed.

My third plan is to hold the property for sale and only acquaint people with it who are looking for just such property.

I shall in a few weeks publish a revised catalogue of the places then in my hands for sale.

Yours truly,

J. WATERS RUSSELL.

Office Adjoining W. W. Beck's.

MILLINGTON MATTERS.

Chesterville and Trinity M.E. Churches (South) held their Sunday School picnic in Jones' woods last Tuesday, but to the keen disappointment of every one, the inclement weather compelled a great many to remain at home. The pastor Rev. J. H. Kuhlman was desirous of an old fashioned, all day picnic in the woods, and wanted every one to bring their dinners and spend a pleasant social day, but the heavy rain Monday night, and the frequent showers all day Tuesday made the woods too damp for enjoyment. Nevertheless a large number gathered in the woods, at an early hour, and the hospitable house wives prepared such dinners as are always enjoyed on a picnic. There was a large table, and seats provided for the comfort of every one, and when the table was spread with the viands, they were eaten with a relish as everyone knows what a day in the woods mean to a lunch basket, there was also an abundance of water melons, lemonade and cake, and everything in fact to satisfy the craving of the inner man. All who spent the day in the woods said they had a most enjoyable time.

Quite a number from our town and vicinity spent last Sunday at Marydel Camp meeting which began last week. Next Sunday will be what is called big Sunday, and a great many expect to go from here.

Misses Annie and Fannie Hurtt are building a beautiful house on the old site where their home stood before which was destroyed by fire. It is an up-to-date house with all modern improvements.

Mr. Henry Tonkin is building a large double store on the lot where his store stood before the fire which was occupied by Mr. Paul Comegys. It is a large modern structure, with appartments for a dwelling, over one store which will have every convenience for a family residence, while over the other will be a large room which can be used for a Hall, which is badly need, as there is not a place to hold and entertainment, festival or supper, and a Hall is as essential to a town as any other building.

Miss Ada Smith stenographer, tpye-writer and book-keeper for the lumber firm of Ahern & Tonkin is spending a weeks' vacation with her mother in Lebanon, Pa.

Mr. Harry Talbot financial secretary of Washington Camp No. 42. P. O. S. of A. attended the state convention as a delegate which was held at Westminster, Md., this week.

Mr. Elwood Mallalieu, of Buffalo, N. Y., spent this week with his mother, Mrs. Julia Mallalieu.

Mrs. Dukehart, of Baltimore, is the guest of her daughter-in-law, Mrs. T. K. Dukehart.

Miss Edith Holbrook, of Philadelphia, is visiting Miss Pearl Ahern.

Mrs. Sallie Roe spent several days last week with Mrs. Wm. Reese. She is now visiting friends in Queen Anne's near town.

Miss Julia E. Cacy is spending a fort night at Atlantic City, N. J.

Mrs. Dora Cook and sisters, Misses Maggie and Emily, of Philipsburg, Pa., spent part of this week with friends in town.

Mr. John Mallalien spent part of last week with his father, Mr. Joseph Mallalieu.

Mr. and Mrs. E. L. Merritt, of Philadelphia, spent last Sunday with Mr. C. M. Hurtt.

Mr. George Lees and family, of Smyrna, Del., spent last Sunday with his mother, Mrs. E. V. Lees, on Cypress street.

Miss Emma Hart, of Sudlersville, was the guest of her grandmother, Mrs. Martha A. Price part of last week.

Miss Bertha Dixon and little sisters, Lulu and Reba, are visiting relatives in Wilmington, Del.

Mr. J. H. West, of Dover, Del., was the guest of his sister, Mrs. J. P. Ahern last Sunday.

Miss Eva Comegys, is visiting friends at Centreville.

Mrs. R. Kirby has returned to her home in Wilmington Del., after an extended visit with Mrs. J. R. Jones.

STILL POND ITEMS.

Miss Cora Jewell is on a trip to Pen Mar.

Mrs. W. L. Ford and daughter, Miss Della, are at Niagera.

Miss Smyth and friend of Chestertown, are the guests of Miss Elsie Ricards.

Miss Mullen, of Wilmington, is visiting Miss Mabel Norris.

The Epworth League was led Sunday evening by Mr. Albert Jervis, subject being, "The first fruits for God."

Miss Ruth Robinson has returned home after visiting her friend, Miss Maude Latham, at Melitota.

Miss May Pennington has returned home after visiting in New York.

Mr. and Mrs. Harold Allston, of Philadelphia, are visiting his cousin, Miss Sallie Cliton.

Little Miss Ethel and brother Ben Robinson, are visiting their grand parents, Mr. and Mrs. Ben Davis, at Hanesville.

Mr. Ben Quimby, of Philadelphia, is visiting his sister, Mrs. Joe Bowers.

Little Miss Elizabeth Hague, is visiting her aunt, Mrs. Walter Locke, in Philadelphia.

Messrs. Carlton and Joe Wilson, of Philadelphia, are visiting their grand parents, Mr. and Mrs. C. B. Krusen.

Mary, the infant daughter of Mr. and Mrs. Willis Hackett died at the home of her parents Sunday afternoon at 3 o'clock.

The Epworth League held its monthly social meeting at the home of Mr. and Mrs. L. Price Thursday evening.

Splendid corn growing weather and corn is taking advantage of it.

Mrs. William Clark has been quite sick, but we are glad to state that she is better at this writing.

Miss Beula Thompson is at home on her vacation. BE WISE.

Mr. C. W. Brook, editor of the Aberdeen Enterprize, Aberdeen Maryland, writes us: "I used your Colic, Cholera and Diarrhoea Remedy some twenty years ago and discovered it was a quick and safe cure. No one can sell me something said to be 'just as good' as the Chamberlain Remedy, for in all these years I have used it and recomended it, I have never known it to disappoint any one in its results when Chamberlain's Colic, Cholera and Diarrhoea Remedy was taken for the complaints it cures. Have it handy in the house; don't wait until you need it before you buy it. You don't have time to send for it then—keep it in the house." For sale by M. A. Toulson, Druggist.

Harry F. Jefferson. | Harry F. Jefferson. | Harry F. Jefferson.

ANNOUNCEMENT

—OF THE—

OPENING

—OF THE—

LADIES' DEPARTMENT STORE,

HARRY F. JEFFERSON, Prop.

I beg leave to announce to my friends and the general public that my new store, opposite Stam's Hall, and one door from the Postoffice, on High street, will be opened for business

Saturday, September 2.

THREE DEPARTMENTS:

DRY GOODS.	NOTIONS.	MILLINERY.

Supervised by Courteous and Competent Clerks.

Miss Kate Wheatley, formerly with the firm of Sparks & Jefferson, will have supervision of the Millinery Department, and she will be glad to attend to the wants of her friends and the public.

I have just completed the purchase of one of the handsomest and most varied stocks of DRY GOODS, NOTIONS and MILLINERY on the peninsula. These goods are all of the latest and newest FALL PATTERNS and DESIGNS and are such as will please the tastes of all those desiring Good Quality Goods.

I desire the ladies especially to make my store their headquarters while in Chestertown. They will find every convenience for their accommodation, and will be received most cordially.

I have purchased this space in the Transcript for the year, and will keep you posted on all lines of goods in my store.

For the benefit of my country trade will announce that I shall be prepared to accept in trade EGGS.

Our Mail Order Department attended to with promptness.

WAIT FOR

OUR OPENING,

SATURDAY, SEPTEMBER 2.

HARRY F. JEFFERSON, PROP.,

Opposite Stam's Hall, - - - - Chestertown, Md.

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