## "My business was going great.



## I even got to where I didn't have to advertise.

## Then...I don't know what went wrong."

But we know what went wrong, don't we? A business can never outgrow the need to advertise. A successful businessman advertises differently than one who is just beginning, but it is necessary to keep the company name always before the buyers.

Even in a recession, the smart businessman keeps his customers by advertising agressively and often he takes customers away from the timid competitor who cuts his advertising budget during bad times.

Your ad in the Observer & Eccentric Newspapers can help revitalize your business and the economy.

