

## EXTENSION WORK

There are some 10,000 card records of persons throughout the country who have completed the courses of the Henry George School of Social Science. There are card records of teachers, past and present, with the number and dates of classes taught, the number enrolled in, and the number graduated from, each class. Each city in which classes have been or are being held has a card record. The names of extension secretaries and class sponsors are not overlooked. The recorded results of our educational campaign are the "profits" which prompt us to further effort and which give promise for the future.

When a teacher or class secretary writes for class room helps, posters, books, certificates or other paraphernalia the secretary sees to it that these supplies are promptly sent. Letters urging teachers to new efforts, letters to secretaries urging them to send in lists of enrollments and of graduates—this is routine work.

A thousand orders for triple post card announcements are received during the year. Class secretaries write "copy" that always requires editing. The proofreading has to be attended to, and as these orders are nearly always received at the last possible moment, the printer has to be watched to see that cards go out on time.

With all these details and with the continual correspondence incident to the extension work, imperturbable Alice Best copes valiantly and, in spite of an irascible director's constant criticism, quite efficiently.