

How We Interest People

By Noah Alper

Many students complete our course in basic economics and have a fairly good grasp of why poverty persists with plenty; why wealth production is "bottle necked"; why there is unjust sharing of wealth—and the Remedy:

With various degrees of enthusiasm they go forth to tell their friends about the course and to urge them to join a class. But, before they realize it they are in an argument. Their friends have "pumped them" about the contents of the course. Instead of getting their friends to take the course they are giving one to a person totally unprepared to receive this, forgetting they took 10 weeks (20 hours and study in addition) to prepare themselves to understand.

We try to suggest something like this: "Tell your friends that you had a delightful experience in taking this course. It got right down to bottom principles. Tell them you now feel you understand problems such as poverty, unemployment, strikes, etc. You might say: 'In fact I was so impressed with this course that I would like you to take it to see if you do not feel as I do about it.' Urge them to attend the first night.

"If a friend asks 'leading' questions just say: 'Bill, you will find this course very interesting. But I found it necessary to study to understand it. It would be unfair to you, to me and to the school, to try to tell you in a few moments what I worked 10 weeks to know. (Just don't tell him; let him go on his way if necessary; say it again later. Such cases require 'build up')."

Quote the Experts

This always helps: "Bill, I don't expect you to take my word for it, though I wish you would. But here—read what these people say. I copied this down to be sure I quoted accurately." (Or learn them). Then quote:

John Kieran of INFORMATION PLEASE, said: "No one should be allowed to speak above a whisper or write more than ten words on the general subject (economics) unless he has read and digested PROGRESS AND POVERTY."

The Rt. Rev. Monsignor Luigi G. Ligutti, National Catholic Rural Life Conference, says: "The Henry George School is doing a magnificent piece of educational work. When it spreads widely enough and soon enough, it will save our American Democracy."

William Allen White said: "I believe Henry George started more men thinking seriously and competently about public problems, and particularly problems of taxation, than any other American of his generation; perhaps more than any other American in one hundred years."

Ebert Hubbard said: "All for which Henry George strived and struggled will yet come true—his prayers will be answered. Of all modern prophets and reformers, Henry George is the one whose arguments are absolutely unanswerable and whose forecast is sure."

Louis Brandeis, former Justice of the U. S. Supreme Court, said: "I find it very difficult to disagree with the principles of Henry George."

Inform your friends that you are going to see that they get the next class announcement. Follow up with a telephone call the day of the class meeting. Remember the process sometimes requires patient and persistent effort but the school needs your help. Take advance courses. Read more of Henry George's books [and the Henry George News].

Freedom is as we do!
St. Louis, Mo.