

These Questions and Answers

Are given for the purpose of conveying to prospective pupils such information about the Zanerian as is usually desired by such persons, and also for the purpose of lessening our correspondence, which is quite large.

What is the rate of tuition? About \$10 per month of four weeks, or twenty days. (See page 12.)

What is the cost of board, furnished room, fuel, and light? About \$3.50 per week. It varies as you desire from \$3.00 to \$4.00. Laundry work is furnished to Zanerian students at 20 per cent. discount.

What is the cost of stationery, such as books, pens, paper, ink, etc.? From \$2.00 to \$3.00 per month for the first three months. After that, less. If you are extravagant it will cost you more; if economical, less.

What is the usual time to complete your courses? This depends upon previous preparation, natural aptitude, and application. The Public School Course and the Professional Course require as a rule from four to eight months each; the Complete, from six to twelve months; and the Special Courses from three to nine.

When is the best time to enter the Zanerian? When you are ready, and have enough money and pluck and industry to carry you through. Usually the first Monday in April, July, September and January offers special advantages, but pupils can enter at any time with about equal profit and progress.

Is the instruction class or individual? Both. As much of both is given as a pupil needs or we can afford. We cannot afford to give less than you pay for, nor can you afford to be content with less. We endeavor to give a pupil all he can receive.

How many hours instruction are given daily? About five. School is in session from 9 to 11:30 A. M. and from 1 to 3:30 P. M., during which time instruction is given. The rooms are open for study and practice from 7 A. M. to 5 P. M.

Do you ever secure positions for your pupils before they complete the course? Yes. We secure positions for pupils whenever we can and when they are competent to fill them. We believe we are more successful in this than any other school of similar character in America. The number of applications we receive is truly gratifying to both ourselves and pupils.

Do you guarantee positions? No. We cannot sell the good reputation we have made by guaranteeing to those whom we do not know that which we do not possess. Come with us and prove yourself possessed of good motives and habits, and a willingness to work, and we will take pleasure in aiding you to secure a position suited to your tastes and abilities.

What salaries do your pupils get per month? That depends upon general education, experience, special or technical training, tact, etc. Usually they secure from \$30 to \$100 per month.

I am a young man with but a common school education, but am specially fond of penmanship. Would you advise me to take a course in penmanship? Yes, and use it as a means of getting a general education, and of making money.

I am a young man with scarcely no money or education, but desire to get an education and a start in life. What would you advise me to do? For a young man without money there is nothing better as a stepping-stone or as a means of getting a good education than penmanship. A young man who is well qualified as a penman and teacher can work his way through almost any institution.

I am a book-keeper; would you advise me to take a course in penmanship, etc.? If you are dissatisfied with your salary or work, and like penmanship, yes. But if you are making upwards of \$1,000 a year, with prospects of promotion, and find your work congenial, no.

I am a teacher; would you advise me to study penmanship and drawing? Yes, because all teachers should be proficient in these branches. Yes, because specialists command better salaries than regular teachers.

I am a young man who desires to make money without work; I chew and smoke tobacco, and do not care to quit it; and I like to attend spectacular operas and have a good time generally. Would you advise me to attend the Zanerian? No. Your influence would not be healthful. Nor would the society of the Zanerian be congenial to your inclinations. You might, however, get ashamed of yourself and reform.

I am a young lady; would you advise me to attend the Zanerian? Yes, just the same as if you were a man. If you have art inclinations and desire to prepare for profitable work, study practical art.

Is there a growing demand for teachers of penmanship and drawing? Yes. More applications have been received by us and more vacancies reported during the past year than ever before—more than we have had pupils.

What are the average wages paid for teachers of penmanship, drawing, etc.? As near as we can say, about \$1,000 per year. It ranges from \$500 to \$5,000 according to age, experience, proficiency, and education.

What is paid for illustrators? They receive from a living to begin with, to \$25,000 a year.

Am I far enough advanced to take a course in your school to good advantage? Pupils are not required to pass an examination in penmanship or in any other branches on entering the Zanerian. Some of the very finest penmen in the United States to-day were about as poor penmen as could be found anywhere when they entered our school. The Zanerian is not only the school in which the professional penman should finish, but it is also the school in which the beginner should begin. It is very important that pupils are started properly, and if the Zanerian excels in anything it is in so starting pupils that they can go on to the top themselves.