

Ask Them Yourself



FOR GERALD M. LOEB,
author of "The Battle for Stock Market Profits"

I heard that you believe elderly people should not leave their possessions to heirs. Is this true?—Mr. George Moe, Milwaukee, Wis.

● Not exactly. But I do believe many people worry too much about the size of their estate when they should be thinking more about their own welfare. Capital is a fleeting thing. Federal estate taxes currently go as high as 61 percent and, as times goes on, will probably go even higher. The value of money steadily decreases. What to leave an elderly person is comparatively simple to decide. You know the person's situation and needs. But I think people should be more conservative about how much they leave to younger heirs. Youth never respects unearned money as he does money earned through his own ability. There is a happy medium between self-denial for the benefit of heirs and leaving amounts that will give heirs something helpful and useful, but not excessive.

TO ANDY WILLIAMS' "BEAR"
Who are you? How did you get your start? Is the bear costume uncomfortable? Do you really like cookies?—J. Brown, Biloxi, Miss.

● Allan Blye, coproducer of the "Andy Williams Show," does the voice. I, Janos Prohaska, play the bear, and I will answer the rest of the questions. The reason two people do the bear is because I was born in Hungary, and we needed an American bear, not one with a Hungarian accent. I got my start as an acrobat in a Budapest circus. Since then, I have inhabited a long line of animals and weird characters in television and movies—among them, a rock monster in "Star Trek," a composite weirdo in "Lost in Space," a germ in "Outer Limits," and a white gorilla in "Voyage to the Bottom of the Sea." The bear costume is enormously hot and uncomfortable. When I take off the hands and turn them upside down, water drops out. I lose five or six pounds in each show. But, yes, I love cookies!

FOR COREY VIDAL, author
I have heard that you are interested in a "Ralph Nader for President" campaign. Why do you think he has a chance?—Leo Lester, Chicago, Ill.

● Nader right now has the image of change. He has cold-blooded optimism about what is wrong with America and how to fix it.

FOR ROBERT ORBEN, comedy writer and author of "The Ad-Libber's Handbook"
I have always admired rapid-fire ad-libbers like Dick Cavett, Don Rickles and Jack E. Leonard. Is there any way a layman can develop this skill?—T. Dunn, Mineir, Ind.

● The spontaneous wit of the men you name is a God-given talent, but there is a method by which most people can become competent ad-libbers. Many comedians are helped by an encyclopedic joke memory. They have told, heard, read and absorbed thousands of stories, bits and one-liners, and these become a part of their unconscious, ready to be used at an appropriate time. In essence, they become comedy computers. You can do the same by reading a variety of jokebooks and humor columns such as "Quips & Quotes" in this magazine. When you read them, read them as you would a novel. Don't try to memorize them. Read them in short chunks, four

times a day. Let the funnies become a permanent part of your memory bank. Then, when someone mentions a subject like Nixon's China trip, you'll be able to respond: "Chiung Kai-Shek must have all the security of a salesman whose new business cards are in crayon."

FOR CHET HUNTLEY
Now living in Montana, don't you miss the stimulating people you associated with in New York City?—Barbara Doll, Quincy, Mass.

● Certainly we've missed all the marvelous friends we had in New York. But we don't miss the pace and living conditions and the environment of New York. We have friends here from every conceivable group—live-stock growers, farmers, members of the legislature, professors, doctors, lawyers. Are these people sufficiently sophisticated for our taste? I would give you an emphatic yes. Communications are good enough in this country these days that there are no more so-called "Hicks" out here in the hills. As someone said not long ago, these barbed-wire fences carry more messages than Western Union.

FOR SEN. MARGARET CHASE SMITH
What advice would you give to a woman who is considering entering politics?—Mrs. T. F. Burton, Appleton, Wis.

● My advice is for the woman to start at the precinct level and be willing to ring doorbells and do the "pick-and-shovel" work in order to learn from the ground floor up. My further advice is not to enter

politics unless one is genuinely interested in and enjoys people.

FOR LUCILLE BALL, actress
You always seem so slim. What sort of diet do you follow?—Mrs. R. L. Downing, Utica, N.Y.

● I eat whatever I want for breakfast and generally skip the evening meal entirely. But I think the biggest aid to keeping my weight where I want it is that I never really "think" food. It doesn't interest me that much. This is a problem with a lot of people, especially housewives who have to prepare and seriously think food daily for their loved ones. But if you love your "loved ones," you will prepare attractive nutritious meals and cut way down on the amount served so that their tummies get down to size. This makes everything easier.

FOR JOHN HADL, Quarterback, San Diego Chargers

I thought that pro quarterbacks wore numbers under 20 on their jerseys. How did you get to wear No. 21?—Don Rains, Key West, Fla.

● I've worn No. 21 since the eighth grade. My idol at the University of Kansas, Charlie Hoag, wore that number, and I was lucky to get it when I went to Kansas. Nobody had No. 21 on the San Diego Chargers when they signed me in 1962. I asked for it and Coach Sid Gillman said I could have it. There was no firm rule about numbers conforming with positions in the American Football League at that time. There is now a rule in the NFL that stipulates that quarterbacks should wear only numbers from 1 to 19. But the rule is only for players entering the league. I've worn No. 21 for so long, even Deacon Jones couldn't tear it away from me.

FOR PAUL HARVEY, news commentator
How many people do you have working on your staff to get all the variety in little-known facts, news and oddities that you incorporate into your daily programs on radio and television? Also, do the couples you name as being married so many years send their own names into you, or how do you get them?—T. Ensworth, Corning, N.Y.

● I bang every word out of the typewriter myself. Relatives and good neighbors forward to me more than 25 names a day, on the average.

Want to ask a famous person a question? You can through this column. Send your question, preferably on a postcard, to Ask Them Yourself, Family Weekly, 641 Lexington Avenue, New York, N.Y. 10022. Don't forget your name and address. We're sorry, but only those questions published can be answered. Five dollars will be paid for each one used.

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Believe it or not, there are actually scores of businesses that could be bringing you a fortune, without your lifting a finger! Easy, proven, money-making businesses that practically run themselves — to give you extra income without work! All you bring to them is a little industry and the step-by-step methods outlined in this book!
Furthermore, you can get into many of these businesses, in your spare time — and build a fortune fast — starting with no money of your own! That's right! An automatic income, without investing a cent!

For Example —

- I'd like to tell you about a method a former blue-collar worker uses — requiring no equipment other than a pencil and paper, and no special skills. He helps other businesses get started. As part of his fee, he becomes a "silent partner" in each business. Today he has an income of more than \$30,000 a year, from some 14 businesses.
- Yet he doesn't work even a minute a month at any of them!
- In another spectacular fortune-making method, all you do is make up company names, and sell them to companies that need names. Using this method, one fortune builder sold nearly \$30,000 worth of corporate names in 6 months. And in the next 6 months, he sold \$27,700 worth of names! All without investing a cent of his own!
- And I'd like to show you how another fortune builder acquired a business that practically runs itself — a parking lot — without spending a cent of his own, even though he was a bad credit risk. Today, he owns 14 parking lots. His net income from each lot is \$13,000 per year, giving him a total net income of \$182,000 per year!

I Want to Tell You All About These — And Many Other — "Automatic Income" Opportunities Entirely At My Risk! Like This:

Success, and will be yours — if you use these suggestions and apply these techniques. I use them myself. My name is Ty Hicks. Today I have several automatic incomes going for me — "Automatic" because I spend less than TWO DOLLARS supervising these businesses — with ample time for things like travel, entertainment, hobbies!

Yet not one of these businesses cost me a cent to start!

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You'll discover...
● How you can get up to \$4,000 easily on your signature alone, even if you have been refused before.
● How you can get up to \$1,000 for as little as \$1 a month!

ABOUT THE AUTHOR

Ty Hicks has built several fortunes for himself and others, using the methods he gives you in this book. Today he has several automatic incomes going for him. "Automatic" because he spends less than one cent a week supervising these businesses — with ample time for things like travel, entertainment, and hobbies!

More amazing still, he began his search for wealth with no contacts, no private fortune, his father having died when Mr. Hicks was only 14. Today he is personal advisor to many aspiring fortune builders. His activities include conferences on business planning, at \$50 an hour.

During his career, Mr. Hicks has made money in hotels, apartment houses, real estate, boating, shipping, publishing, amusements, the stock market, printing, engineering, and theaters. He is at present the owner of several important service industries, as well as the author of three other best-selling books: *How to Build a Second Income Without Working a Minute*, *How to Start Your Own Business on a Shoestring and Make Up to \$100,000 a Year*.

- How you can get as many as six signature loans, for \$5,000 each — in ONE DAY — for a total of \$30,000!
- How you can get a large sum of money — thousands of dollars — that does not have to be repaid, is interest-free, tax-free, and can be used for any business purpose, including your salary!
- Over 10,000 ready sources of cash for you (many by mail)!
- I'll show you how to use a loan as your springboard to riches! For unlike a car or TV loan, which doesn't pay you anything back, except pleasure, a business loan will often pay you a PROFIT of \$50, \$100, \$200 or more PER WEEK!
- Put these wealth-studded tips to work and you can soon be richer than you ever thought possible.

Instant Money Can Be Yours!

Every year, thousands of beginning wealth builders hit the big money by using borrowed money. Many of these have no credit rating of any kind when they start. Yet they hit the big money! Let me show you how! I'll show you how you can get all the money you need in a few hours — maybe even a few minutes!

Fantastic Fortune-Making Bargains!

There are unbelievably powerful fortune-making bargains available to you today. Opportunities — open to everyone — that you can take advantage of, with little or no cash, that can stuff your profit dollars in your pockets, quickly and easily!

For example, you'll discover —

- How a \$23,500 split-level home was purchased for only \$180.22 — and sold for thousands of dollars profit!
- How a 27-room mansion on 13 waterfront acres was purchased for only \$38,14!
- How a \$12,000 farm-style home was purchased for \$55!
- How you may "mortgage out" — a technique that gives you ownership of a property with no money down and with a cash payment to you!

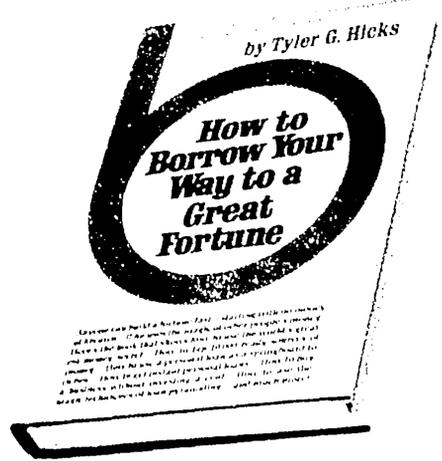
Incredible as it seems, these opportunities are in your local area right now! You don't need any kind of "luck" to find them. I'll show you exactly how to find such fortune-making bargains right away, in the pages of my book. Just apply a little imagination to fit them into your own situation — and you're on your way to a fortune like these.

Shortcuts That Zoom Your Income!

You can, by using the methods in this book, make yourself a millionaire. Others have done exactly that. I've watched them. People like —

- Cliff R. Using the secret just mentioned above, Cliff purchased and sold some 25 properties in a six-month period. His profit on these deals was \$4,000!
- Sam T. used another one of the sources revealed in this book to get \$400. He invested this money in valuable postage stamps, and sold them to fellow stamp club members. Within 3 years, he was worth \$300,000!
- You'll see how Larry M. got the money he needed to buy \$14,000 worth of paintings. In 2 years, he was offered almost FIVE TIMES as much for them. But Larry waited another year and sold them for more than SIX TIMES the purchase price: \$100,000. This is a neat income — particularly when you remember that Larry didn't invest a dime of his own!
- Ben D. considered such a poor credit risk that six banks had refused him time after time, used a method revealed in this book to get a \$50,000 five-year loan in less than 30 minutes! He used this money to buy a restaurant. Today, he has five booming restaurants, and more money than he can spend!
- Joel E. started with a gas station which he took over, using one of the many easy plans I tell you about. Once Joel had the gas station, he began to look around for other easy-money businesses. Soon he had a real estate office, a pet shop, a hardware store, a second gas station, and a laundry. His net income from these businesses was \$13,000 the first year!
- Herb F. was a mailman for the Post Office, in a little town in the Midwest. Using the method I tell you about — for obtaining large sums of money for as little as \$4 a month — he obtained \$40,000 without putting up a cent! He used this money to buy a \$60,000 motel. Today he is on an easy street. Yet it took him only a few weeks to hit it big!
- Clint T. couldn't stand the 9-to-5 routine of his job. He decided he had to make a new life for himself as quickly as possible. Using one of the sources revealed in this book, he borrowed \$2,000 and invested it in a meat business. In less than 2 months, he made a profit of \$12,000 — OR OVER \$200 PER DAY FOR DOING NOTHING, while he had other people's money invested!

Everywhere I go in this world I meet successful, wealthy people. Were you to travel with me you'd meet these rich people in the best hotels, the finest restaurants, exclusive clubs, and the biggest resorts. What's more, you'd learn a great secret from these wealth builders. Nearly every person who built great wealth for himself in recent



years did so with little or no cash and wound up with a lot of money!
If you met these people, as I have, you'd soon be convinced that the best way to build a fortune today is by using OPM — other people's money. And you would be right. It is the most powerful, the greatest key to fast riches, starting with little or no cash, known in the world today!

Use A Loan As Your Springboard To Riches

Thousands of people have asked me — How, and where, can I borrow the money I need to start, expand, or improve a business? My new book, HOW TO BORROW YOUR WAY TO A GREAT FORTUNE, tells you! It probably gives more sources of loans than any other book ever published — small loans, big loans!
There are hundreds of profitable deals you can set up, using this ready cash! You'll learn about these in my book. I'll show you how to get into a business that's...
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