Dear Att,

Your welcome letter received. Did you see this month P.O where Burtbar has a big ad showing my picture with the caption "Guy & Jove! now with the Burtbar Institute." The ad has a picture of me, he passed three phony checks on me & hide behind the desk of his crooked lawyer's brother in law. But we have gone after him through our lawyer, also notified P.O if they accept copy with my name or him we will sue them. Also got about the P.O to stop mail covering that added & absorbed the false notice against him. I don't think he will hurt me.

Well Att, try to get all the names that have gotten about 2000 up to date & will try to get more. I have bought off E.T. Allgur, 110,000 names & am going for trial 1925 to 1926 for $1000. Burtbar & Allgur name never were any good according to facts from other concerns. Mike, they have no business. Littles will not sell their has many names neither will the other. They just refused to sell me any more. You might have Ethel write him to get his reply to his.

I have got an ad in P.O for December, Jan & February Mechanics for Jan.

All names are padded. I proved it. All mail concerns in the file by stencil which allows no duplication. Half will be repeated on the other half.

The big mailing starts today. Have received no other literature but what you have left with the week end. Will mail today. This mailing is costing $100. Even if it fails we are up against a lack of names that is why I am urging magazine. See your comments on Mike annual mailing of 60 or more, they should do better than that. I prove this ads don't draw the right amount of names for them to work on. This sales are added before they get them, that is they are mostly fellows who have taken other courses want advanced work. It can't be sold
thing sales we earn or that they only average 3% at an average of 70, which they should get 5% or get a 25% margin to the advantage they do. If they had that strength, they could not keep open for this product cost so much.

We have no follow ups on direct mailing only on inquiries.

It is funny Redmond does not answer your letter. He must be tight for money, but take him aside. Repeat it in the next round, but dress it up a little more.

I am almost out of M.P. Circulars. Attorneys must get some more to work their other names on. I will lay out a two to see the page off. The photo proposition I am working on. I will get up for you ass soon as I get price.

It was a big surprise on the map proposition. I thought he would do better than he did. Any letters we are going to use on it I am sending our letter to inquire about the general attitude. I am enclosing one. If you reply stating you know there is a big demand for some talk big about it to me. The letter have to go before the board or proof. But they yet is underway so I have to cut it all but I am making it in hand. I don't know what happened to Pascal. I paid to get badly burned over it. Now he did not say I do not know anything about California my big running a closed mail affairs. Quickly, I was surprised to hear he was back in Shreve. Wonder anew cease.

Now about us. Of course I will install some advertising for my family if only they happen to me. But in the meantime we have to do something. Hope you get them learned so but since I left. And I believe there more about around mostly than anything else which we should learn into profit. When I get most of this off my hands I can better than I am sending you a new one which I like very much. By the way I have seen several letters Barry is circulating about the same business to hand but I hang on the old proverb that
he who laughs last laughs best. Of course they know you. I am so glad that the one reason I can give for Redmond & Maker to be better is much an unkind and bitter one in BC.

You must & cause the brevitated letter but I want to tell you all as concisely as possible. Glad to hear you have a garden. It beats the old times don't it old man. Gee if we get out a mayorour cousins your city will die. It will be a hard blow. As yet they are not fully aware of my backing or intentions. I happen to know they are worried. It should because they can't find our.

Well to by old man.

[Signature]

They can show a paire once like this to impress the splitters?
60 0 0 0
18 0 0 0
2 0
36 0 0 0