

THE EQUITABLE LIFE ASSURANCE SOCIETY

OF THE UNITED STATES

HOME OFFICE NEW YORK, N.Y.

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WARREN V. WOODY, AGENCY MANAGER  
ROOM 2136  
120 S. LA SALLE STREET  
CHICAGO, ILLINOIS

CHICAGO, ILL.,

August 21, 1937

Dear Doc,

You are a great horser! Don't kid me. I've got a lot more off you than you have off me. Being younger and dumber, I always welcome the opportunity of self improvement, so it really isn't generosity, it is pure selfishness on my part.

The boys received your mimeographed copy of the four year Major in Physical Education, and both are very well pleased with it. They, incidentally, were terribly impressed by you.

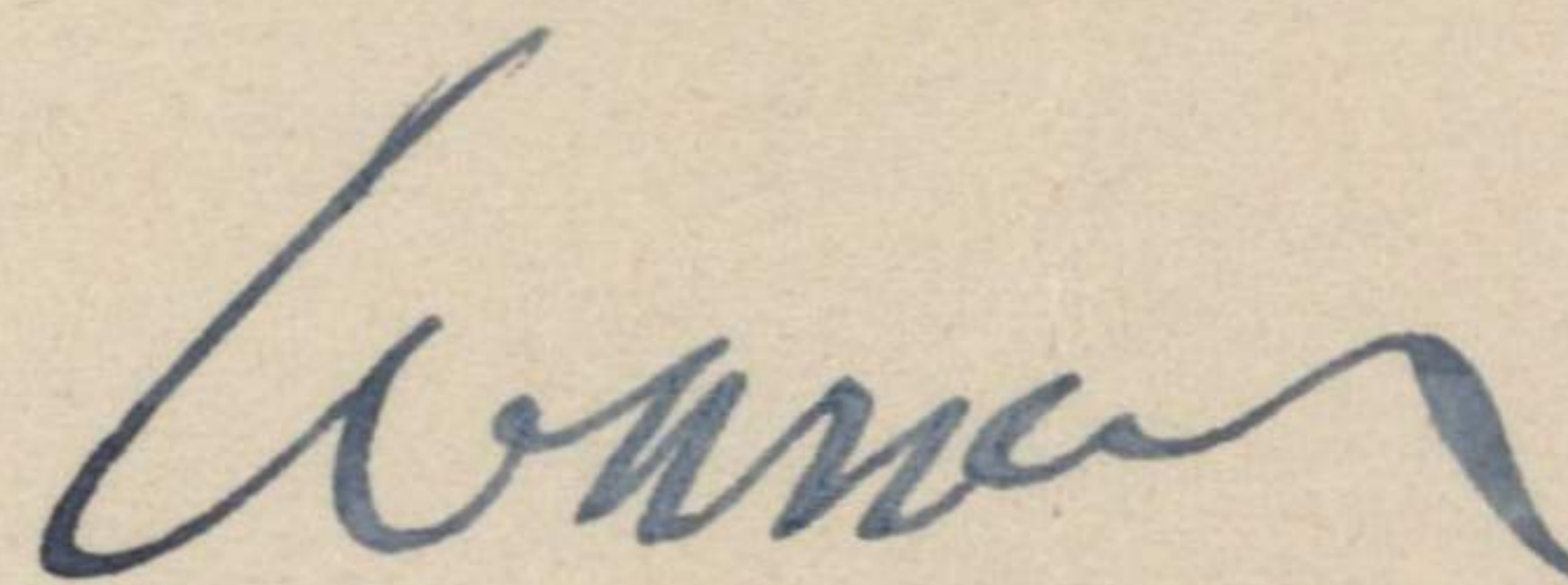
I can see how you could become the greatest recruiter in America, even if you make it just a side line on a part time basis. As a salesman, Doc, you are okay.

The young man of our domicile doesn't have either a varsity football or basketball. I expect he would do better with a basketball, he is tall and thin. Anyway, I hope he is intelligent, and it always appeared to me there was more intelligence and skill required in basketball than in football.

It was awfully nice to see you. Believe me, it is a real pleasure to do anything I can to help your own good self and the University of Kansas. Just keep in the background that if you want somebody to go to bat for you, advise some of us rugged individualists who won't mind getting shot at.

Kindest personal regards and best wishes, I am

Sincerely yours,



Agency Manager

Dr. Forrest C. Allen  
Spirit Lake  
Iowa