

July 11, 1941.

Mr. George T. Wetzel,
818 Missouri Street,
Lawrence, Kansas.

Dear George:

I have chosen this method of contacting my fellow members in the Country Club. I expect them to get this letter and read it over. This will be somewhat of a shock to them, and of course their antagonism may register pretty high against meeting the increase in dues.

But I have found that many times when an individual gets a letter like this he will sit and ponder and, having no one to vent his rage upon, his logical mind will look at the figures and say, "Well, we are not meeting our bills. What does an ordinary fellow do when he finds himself in this position?"

Then I am going to allow two or three days for this to soak in and I will then call on each individual member and endeavor to sell them on the proposition of increased dues.

I do not know whether I have done this correctly but this is my way of doing things and I trust that it gets results. I assure you I will give my very best efforts to this proposition.

Very sincerely yours,

Director of Physical Education and Recreation,
Varsity Basketball Coach.

FCA:AH
Enc.