

1740 K Street N.W.  
Washington, D.C.  
Oct. 27, 1939

Dr. Forrest C. Allen  
Director of Physical Education  
University of Kansas  
Lawrence, Kansas

Dear Doc Allen:

When you introduced me to Warren Woody in Chicago you introduced me to an amazing character.

Even at this late date I am not quite sure whether he is real, mythical, or just a creation of the imagination. But perhaps I had best go back and begin at the beginning.

Armed with letters of introduction from you and Prof. Flint I descended upon Chicago at the end of August. Hoping against hope that I could "crash" the big city I walked into the offices of Mr. Woody and Mr. Younggreen.

Mr. Woody treated me like a father. He wined and dined me at the Chicago Athletic Club and we talked about K.U.'s football fortunes, college memories, jobs, and many others.... I have seen people give others such consideration many times, - but it has been because they expected big returns.... Maybe a big order for their company and commissions.... But Mr. Woody had a sincerity and a desire to help another such as I have never seen... Perhaps that is why his office wall<sup>s</sup> covered with portraits autographed: "To my friend Warren Woody"

Telling me that I'd make a grand insurance salesman he offered me a job with his agency. With the explanation that I wanted to do something else.... something that I liked to do..... Mr. Woody pitched in and gave his help so that I might find the right kind of a job.

Mr. Younggreen did the same thing and between them they introduced me to the entire executive personnel of advertising in Chicago and New York. I have made some grand 'contacts' on Time Inc, McGraw Hill, Crowell Publishing Co., Hearst Magazines, N.B.C., and many other places.