Mr. Verle Ritter, Norton, Kansas.

Dear Vorle:

We are very happy to send you a brochure describing our courses in physical education. After a satisfactory completion of this course you would receive the B. S. degree in Education with a major in physical education.

Generally speaking, the men in physical education who are able to earn a varsity letter are the ones much more successful in obtaining jobs than those who do not earn a letter. However, we do know of men who enter the field of physical education and are very happy, but the initial salary and the advancement is not as rapid as it is when you indulge in the competitive athletic field. I mention these things so that you might not be disappointed later on. The superintendents and school boards are constantly looking for a star in some athletic participation who also have the academic and teaching requisites for this work. A varsity letter is a laboratory evidence of their proficiency in athletic work.

I trust that we may hear from you regarding your desires and intentions.

Sincerely yours,

Director of Physical Education, Varsity Basketball Coach.