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September 29, 1939.

Mr. Milton P. Allen,
Ellinwood, Kansas.

Dear Milton:

Last Tuesday noon when I was speaking to the Rotary Club at Osawatomie, which entertained the high school football team at noon, I ran across Charlie Moore in the Hotel Cresse there. He asked me how you were getting along, and so forth. I told him you were doing splendidly and also told him about the new job that you had, and so forth.

He said to me, "Well, do you know, I haven't seen him or heard from him, only indirectly, for a long time. He called me up when he was in Kansas City twice and said he was coming back, but both times he failed to return." Then he said, "You know, Doc, I'd like to help Milton all I can, but when I see his superiors if they would ask me anything about him I would be at an utter loss to know just what he was doing and how he was getting along."

Milton, the difference between youth and old age is experience. I know that you dislike to write letters. This is one of the most costly things in the handicap of a young man who desires to get along. When someone had done a great favor for you, or if you are selfish enough to want a favor, if the young man tells the older man that he would appreciate it if the elder would do something for him, somehow the older man reaches back through the years of his past and feels how important it is to do a favor like this for a younger fellow, - and out of the graciousness of his heart, regardless of how selfish he might have been, this older man will do this for the younger fellow. But when a young man never writes to his elders, then that is something else again. He simply puts a block on his elders that interferes with the older man helping him, where otherwise he would be happy to do so.

Milton, before 48 hours transpire after you receive this letter, you sit down and write Mr. Charles Moore a letter telling of your transfer from Russell to Ellinwood, the name of your new boss and what you are doing, and so forth, so that when