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August 24, 1926.

Miss Etoile B. Simons,  
7539 Colfax Avenue,  
Chicago, Illinois.

My dear Etoile:

Ever since I received your letter a few days ago I have intended writing you.

I don't know whether I ever told you the story of M. C. Elmer or not; I rather think I did. Elmer, who is now a professor at the University of Minnesota, paid his way through college, supporting himself and wife by buying and selling horses and he said he followed the principle of always making a sale whenever he could make it at a profit. In other words, he might think that a horse was worth fifty dollars more than he paid for it; but if he could sell it at an advance of twenty-five dollars and that was the best price that he could get, he would always make the sale.

My advice to you would be if you can close out your holdings at an advance of \$25,000, do it and do it quick, then take your time about buying another piece which looks like a bargain. There are a thousand and one things that can happen. There can be a change of president and national politics; there can be drouths and floods and panics, but if you make your deal, you have your little old \$25,000 in profit tucked away.

I have some good income property here in Lawrence but if someone wants it at a fair profit, he can have it.

Give my love to the folks and tell Uncle Augustus that I am sorry that the hand of old age is resting so heavily upon him that he can no longer write. Tell him that it must be a comfort to him to remember that there was a time when he was the best penman in the entire family.

Lovingly your brother,