

PUT YOURSELF IN MY PLACE



My dear friend:

I am going to ask you to put yourself in my place just for a little while, and then tell me what you would do if you were I.

Suppose you had many thousands of Students obtaining regularly, every two weeks, Lessons from you, and suppose you were giving the best that was in you to try to help people into a higher life, and then suppose you found that thousands of these Students who were receiving your Lessons did not pay you for them.

Suppose you had contracted large printing, paper and advertising obligations, depending upon these Students' payments, and you found out that a large number of your Students were not keeping their promise to you. WHAT WOULD YOU DO?

I know it is very easy to say, "Well, I can let this bill go for a while, they don't need the money." I know it is easy because we are a long way from you for you to become delinquent in your payments. But put yourself in my place a few moments and try to understand the position your actions place me in.

I have never questioned your intentions to pay. I don't believe you would have signed your contract if you had not intended to meet your payments promptly.

It is very embarrassing to me to have to write this kind of letter and I know that it is only oversight or perhaps a little carelessness on your part. Money to me is a secondary consideration, I assure you, and I wish there were no such thing as money. My creditors, however, send in their bills every month and I have to pay them and I have no other source of income outside of my printed works. IF MY STUDENTS DO NOT PAY, I CAN NOT PAY.

Won't you please send in your overdue remittance now? I am asking this as a personal favor. My time is completely occupied trying to help people, and it distresses me considerably when my Accounting Department informs me that a large percentage of my Students are not meeting their obligations. You will be doing me a personal favor if you will, right now, send me what you owe me. You will be more successful if you do, because the Law of God is based upon absolute fairness in one's dealings with one's fellowmen. I assure you that I shall appreciate this more than I can express to you.

Sincerely your Friend and Teacher,

Frank B. Robinson