

"PSYCHIANA" INC.

Moscow, Idaho

Dear Friend and Fellow-Student:

Our records show that this account of yours is getting to be a very long way past due. Frankly, I don't know what to do. We don't very often run into a situation like this. I wonder if it could be that you are one of the 5% I alluded to in a former letter? I'd hate to think that. And you'd hate to have me think it too, wouldn't you?

But the strange fact remains that you have not sent us the remittance you agreed to send us. I don't believe it can be forgetfulness because I have sent you two pieces of string, and a "magic pin," and you haven't used either of them. In the meantime, our overhead continues. We keep on sending you our Lessons. We keep on paying printing bills, postage, salaries, etc., and there you are, hundreds of miles removed from me, and, although I am doing everything I can to make God real to you, you pay absolutely no attention to my letters. What you do is continue to receive our Lessons, forgetting all about your contract with us.

I don't like to write a letter like this. But I can't understand how you are figuring. You know, as well as I know, that you can't ever succeed if you don't play a fair game. And certainly it is not fair to take my Lessons, and cause me to spend money to help you, and you not live up to your contract sent to us through the mail. DO YOU THINK IT'S FAIR? Of course you don't.

I wouldn't mention this, but evidently I must, to make you realize the true situation as it exists between you and me. I would not write it, only our records show that you have shown no inclination to liquidate this indebtedness. That you may be fully cognizant of the law, may I suggest that obtaining goods with an intent to defraud constitutes a criminal act, and, if fraud is proved, the person committing it is liable to imprisonment. I merely mention this to you for your sober thought.

I don't believe you have the slightest intention of defrauding this Movement. But we cannot continue to send these Lessons to you as we are now doing. YOU MUST LIQUIDATE THIS ACCOUNT. It's your duty. It's an honest debt. I have been very patient, you will agree.

Please...don't force me to turn this account over to our Legal Department. We have one. But I don't want to use it in your case. Don't force me to.

Cordially yours,

Frank B. Robinson