

"PSYCHIANA", INC.

Moscow, Idaho

My dear friend and Fellow-Student:

Two weeks ago, I sent you a little piece of string. I asked you to tie it around your finger so that you would not forget to send us the sum of money due us. Did you lose that piece of string? Shall I send you another little piece? Or will you send us your remittance without that?

The payments for this study must be met on time, and once you realize that, and get into the habit of paying for your Lessons when the payment is due, you will be surprised how easy it is for you to meet these payments.

You are on the level. You are honest. You are what the world calls "a square shooter." If you're not, you are the exception because it has been our experience that 90% of our Students are absolutely honest. So then won't you be what you are? Won't you be true to yourself, and send us what is due us? Someone once said "TO THINE OWNSELF BE TRUE, AND IT MUST FOLLOW, AS THE NIGHT THE DAY, THOU CANST NOT THEN BE FALSE TO ANY MAN."

You don't want to be false with me, do you? I'm trying to help you. I'm operating a non-profit Movement here, just to make God real to such good folks as you. Do then, won't you please, put your remittance into the mail today? It causes us discomfort when we cannot pay our bills. But we can pay them if our Students pay us. And you are one of our Students. Thank you very much. It is appreciated a lot.

Cordially,

Frank B. Robinson

P. S. Here is another little piece of string.

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