

# "PSYCHIANA", INC.

Dr. Frank B. Robinson, Founder

Moscow, Idaho

Dear friend and Fellow-Student:

Here is a pin a magic pin. I wonder if you know why I am sending this pin? Let me tell you. I'm sending you this pin so that you can use it to pin your check for what you owe me to a letter. You have two pieces of string which I sent you. And now comes this magic pin.

Why is it a "MAGIC" pin? Because, when you send us your remittance, you will probably find it will work like magic on you--and on me. For I must have these payments. I must have yours. You promised, through the mail, to make certain payments every month. On the strength of that promise, I have sent you my Lessons--merchandise, if you will.

The reason I have sent these Lessons is because I want you to know the fullness of the Power of God. But, remember, we operate exclusively by mail. Our expenses last year were over \$100,000 and as we have no source of revenue outside of these payments, I must ask you once more---PLEASE BE YOURSELF, AND SEND US THE MONEY WHICH IS LEGALLY and morally ours.

If I were to put my hand in your pocket and take out money, I believe you would raise quite a holler--wouldn't you? Well isn't that what you are doing to me? It is--whether you look at it that way or not. You signed a legal contract, you have taken my Lessons THROUGH THE MAIL, but you have not done as you agreed to do. You have not paid me for those Lessons.

IS THIS RIGHT? Of course it isn't--and you know it. So then, please use this "magic pin" and relieve me of writing further letters to you.

Thank you very much.

*Frank B. Robinson*