August 23, 1979

Dear Dave,

Tomorrow is my last day at work, completing 20 years in the Air Force.

As I look out into my future from here I felt it was important to write to you and say how much I appreciate that you took the time and effort more than 9 years ago to help me get started in this fabulous business.

In fact, you are the only person who has ever offered me anything! Sure there are people who wanted me to invest in things, and I am sure there is someone who would hire me if I would apply for another job. But certainly no one has ever offered me anything that they were excited about. And since I am so conservative with regard to financial security for my family, I don’t believe I ever would have tried a business of my own.

So thanks. You saved me from 20 more years behind a desk. I would have done that to provide the financial security and income that I want for my wife and 4 children.

But I have that financial security now, over $90,000 a year thanks to working this business part time for the last 9 years. And that’s continuing income, for my wife, for my kids.

Once a person has a nice income, it’s easy to say that it’s not the money that’s important. You introduced me to a lifestyle that a large inheritance or winning the Irish Sweepstakes could never have provided. Pat and I appreciate the life experiences, the friends, and the satisfaction of doing it ourselves. It’s not so much where you travel as who you are travelling with. And we now travel around the country and the world with friends - - business associates, and no bosses.

So thanks. Thanks for the telephone call. Thanks for the second telephone call when I didn’t show up for the first meeting. Thanks for taking all the hard times I gave you because I wanted to do it myself. Thanks for showing up at the meeting I didn’t invite you to, where everyone in my group was so excited to see you. Thanks for letting me borrow everything from you when I was too cheap to buy it for myself.

And thanks especially for being there to support me when that Navy guy walked out in the beginning of my meeting! That one almost got me before I really got things going. I am glad you were there.

This letter is one way of saying thank you. The 3 percents are another. But I have a new goal. By the time you retire from the Air Force, your pearl bonus from our business will exceed your Air Force retirement. (Whether it be 20 years at Colonel or 30 years at General).

 Thanks sponsor. I will see you at Tan-Tar-A, Pearl Club, the meetings, and the beaches of the world.

 John