

Monday morning;

76-11

Good morning Bob and Dennis; You're so much "with me" in all of my mental and physical activities, I'll keep you up to date on the purchasing writing project.

I'll write one page ea month, beginning right now - like this week. I write 3 ahead before they will start. My copy is to be 78 per line, like this. Each mo. one page which is 180 lines. The material is to be mine. I can use it in any other situation where I might wish. Pick it up and write a book on VA tech. in Purchasing, or whatever. I get \$150. each item.

So - there.

Using my own techniques to get the job started, I drafted this page to orient myself. I want you two to know "what I'm really trying to do", and I value and use your ideas.

Dad

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How to approach the job?

What am I really trying to do?

Create something of value that will cause people to say, "That's good," and thereby make me feel good (important - maybe).

Get some stuff used that I created and know is good and isn't used.

Make some more money.

Allow my brain to get relaxed without getting rusty.

So How do I do it?

Write some effective stuff in short catchy sentences.

Make it easier to read than to pass over.

Put some stuff in each that they can use right now.

Have a master plan so that in a sensible way, all of the good stuff gets covered.

Put it in a form so it can be picked up and put into an effective book later.

Some important questions.

How do I involve some important people - to the success of this, soon?

How much do I reach for the buyer, and how much for the PM?

How do I take my stuff which is 20 years old and make it sound new?

How do I organize everything I want to say so it clearly fits under the title of "Purchasing Value Analysis Techniques?"