

Bear Folks;

It's been and still is, a little hard to get into real swing on the book job. But I've made real progress. For an important thing I have for sure decided to do the writing and the thinking on the typewriter. I've done enough of it now so I know I can learn.

The biggest job is to think and type words, not letters. I do it well enuf especially on the short words so that I know I can learn it. Then it has the ver great advantage that I can paste up the stuff and use it in a copy rady for rearrangement and correction. It will be a great step as compared to having to have ever thing typed. I have decided not to worry about mistakes, but rather to consider it as a kind of short-hand and keep going.

In working with Den I got an entirely different attitude and approach to the book which I am determined to use. The present tone could be interpreted as (at best) Someone made a mistake and see here, I'm the hero that saved the day. or (at worst) "Everyone but me is stupid". So — from that I'm trying to change the tone to Heres a book written by Someone who loves life, who lives (not observes) life, Likes business, Believes in Business, Likes me (the reader), is not a cold analyst, is very warm.

We recalled that Nizer took you with him to court. He didnt tell the judge and jury how to do it. Eric Berne doesnt find fault with anyone, he gets you interested in the games — and he sells thousands of book

Can I make the reader happy when he identifys with people in the book, too. I dont know. But I'm going to try. Best to each,

Larry