



MICHAEL JAKES

OVER

John -

I notice you made it into
print again. They cleverly
tried to disguise your identity
but I knew it was you all
the time.

Love
Michael

Welcome back!

Received 4-2-79
Glycyne

Don't get discouraged when some people buy a competitor's product. Keep the fighting spirit going forward all the time and you'll win!

The Salesman

AND in those days, behold, there came through the gates of the city a salesman from afar off, and it came to pass as the day went by he sold plenty.

And in that city were they that were the order takers and they that spent their days in adding to the alibi sheets. Mightily were they astonished. They said one to the other, "how doth he getteth away with it?" And it came to pass that many were gathered in the back office and a soothsayer came among them. And he was one wise guy. And they spoke and questioned him saying, "How is it that this stranger accomplisheth the impossible?"

Whereupon the soothsayer made answer. "He of whom you speak is one hustler. He ariseth very early in the morning and goeth forth full of pep. He complaineth not, neither doth he know despair. He is arrayed in purple and fine linen, while ye go forth with pants unpressed.

"While ye gather here and say one to the other, 'Verily this is a terrible day to work', he is already abroad. And when the eleventh hour cometh, he needeth no alibis. He knoweth his line and they that would stave him off, they give him orders. Men say unto him 'nay' when he cometh in, yet when he goeth forth he hath their names on the line that is dotted.

"He taketh with him the two angels 'inspiration' and 'perspiration' and worketh to beat hell. Verily I say unto you, go and do likewise."

AUTHOR UNKNOWN

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From Mike Taker