



Advocates for Self-Government, Inc.

Marshall Fritz, President
940 E. Bremer Avenue, Fresno, California 93728
209-441-1776 800-932-1776 209-441-1866 fax

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Subject: REAL Growth

Dear friend of OUTREACH,

What a thrill to get this letter last week from the program director of a local radio station.

Jim was in a Seminar 1 three years ago and wasn't quite able to become a libertarian on the final night. Now, three years later, he's with us and he put his money where his mind is!

Now let me share some more excitement: we're gearing up to start 100 seminars the week of March 26, 1990. I'm writing again so soon because we need your help to make this a success.

What has to happen to have 100 successful seminars?

In mid-February, the seminar leaders will send invitations to 10,000 non-libertarians. See sample enclosed. In early March, 3,000 get a "reverse RSVP phone call" from a libertarian. (It's fairly easy: "Hi, Jim. Did you get the invitation to the seminar I'm doing on Tuesday mornings? [pause] Well, are you tempted and can I count on you having breakfast with us on the 20th?")

About 1,000 will say, "Yes, count me in." Another 500 will demur to a later time, and 1,500 will say no.

About 750 will actually show up the at the first meeting. And 650 of those non-libertarians will pay \$25 to the local leader to study our ideas and see if they make sense.

George Schwappach (this) says people paying him to learn about libt. is one of the most thrilling moments of his life.

Only (only??) 500 will make it to the last night and take the "final exam." (The leader (maybe you??) says, "Please take two minutes to write your own definition of libertarianism." Hold your breath - now comes the moment of truth: You say, "If the principles embodied in your definition are the ones you believe in, please sign your name under your definition.")

Over 400 will sign their definitions. Four hundred new libertarians! Real growth. The movement grows!

Are these numbers believable? Please turn for answer ----->

Dear Marshall:

O.K.....you got me...here's my check. It's not much, but as you know, I don't make tons of money.

I still have problems with what might happen in the real world if some Libertarian ideas were to succeed, but those are technical problems, and maybe, just maybe, free people would be able to solve them.

I hope your efforts will be not only to teach people how to argue and convince others, but also how to think and do research and look for logical, rational approaches to problem solving.

When you have some free time I would like to argue with you about the need to regulate the use of radio and TV frequency spectrums!

Since my financial support for Advocates for Self Government is strictly personal and not directly related to my job, I would prefer to have my home address used. If it is not too much trouble, can you change my address in your computer to: