

produced 63 new libertarians. That may not seem like much, but consider:

- 1) We've been in the research and development mode
- 2) Few libertarian outreach methods can demonstrate a 70% success rate
- 3) Who else has measurable objectives and publishes the results?

It's obvious that we need to E-X--P---A----N-----D this program. Goodbye testing. Hello growth.

With your help, we can establish 60 new Seminar 1's in the first half of 1988. They can produce over 200 new libertarians by June. And double that in the fall. We have a support plan already in place that is working. It includes:

- A real go-getter named George Schwappach as our Director of Seminar Teams. George is paid on piece work --- and he is off like a tiger. He already has 46 libertarians in 17 states and two provinces scheduled on ...
- Teleconferences. We've secured a grant-in-kind from a teleconference company. George has tested the training/encouraging concept four times by getting 7 together at a time on a telephone conference. It works! You should hear the excitement as they build an attitude of "being in this together."
- Charter fee. This year I'm charging a \$100 charter fee for anyone who wants to start an "official" Seminar 1. They get a training video tape, 5 training audio tapes, and 7 training teleconferences. (Plus it provides the funds to pay George!)

I believe that by this time next year, I'll be writing a fund-raising letter that points at over 500 new libertarians!

We've got people ready and raring to go as Seminar Leaders. I need to support them, and I need your help.

It's not flashy to pay for the phone bill. Postage, salaries, and printing don't have much pizzaz either. But I need your support to keep the doors open so I can provide these front line outreach libertarians the support they need to do the job we all want done --- bringing new people to embrace libertarianism.

Please send your tax-deductible contribution today. If you can become a Sponsor at \$250 per year or \$25/ month, you will receive both of these as a special "thank you" premium:

---> 16-Cassette "Communicator Workshop" training package;
enjoy all of SUMMIT'87 (includes all handouts).