

AIRLINE GROUND SCHOOLS, LTD.

NATIONWIDE SINCE 1967

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PHONE: (916) 635-9194

November 08, 1985

Lt. David Smallwood
Rm. D205 BOQ
Corpus Christi, TX 78419

Dear Dave,

A very hearty congratulations on that score! 100%! That is really an outstanding accomplishment. Perhaps no one in the world can fully appreciate like I do, the effort and work you had to put into it... you have every right to be very proud of this achievement.

As we said to you in class, make lots of copies of the FAA score sheet. Use them as a follow-up to your job applications. Each additional grade slip gives you good reason to ask for your application file to be reopened. This acts upon the minds of those in personnel to cause them to remember you above other job competitors.

Also, do the same with the enclosed reference letter, but do not shoot both wads at the same time. Mail or take the letter in on a separate occasion for the same effect as above.

Dave, I truly appreciate your business, and I am grateful for your support and the kind of spirit you have shown. I hope you will continue to do all the right things so God will bless you even more!

Cordially,

AIRLINE GROUND SCHOOLS, LTD.



Wm. C. Phelps
President

WCP/ct