

January 1, 1994

Dear Jeff,

About this time each year I begin to feel the lack of breathing space that comes with holiday acquisitiveness; the frustration that goes with having to recycle cardboard, styrofoam and paper, one bag after another. We received more junk mail than ever before. And, *The Cincinnati Enquirer*, with its editorial approach to the headlines and Horatio Alger style opinion, is more than I can stand.

All these influences notwithstanding, the information you shared at your recent TEI lecture in Cincinnati has helped me with a perspective on all this. I did not act, but was acutely aware recently of the clerk at Radio Shack gathering all my vital statistics, attendant to the \$10.00 purchase of speaker wire and related parts, as she punched them into the computer. The line was six people long, but she did not hesitate to capture all the information that each of us willingly proffered. Next time, I hope, aided by my recently-acquired awareness, I will insist that the sale be completed without the information gathering.

I've shared the concepts garnered from your lecture with many acquaintances, beleaguered by mega realities, in the past several weeks. Today, my mother has been skimming *Breathing Space* and has found some familiar concerns and helpful hints.

I enjoyed the day spent with you and profited in ways not yet fully employed from your suggestions. Please send me a copy of your cassette for reinforcement. Thanks and best wishes to you in 1994.

Sincerely yours,



Charles L. Nickels
IRS - Cincinnati

