

LAW OFFICES
NANCY K. GLASSMAN
1000 CONNECTICUT AVENUE, N. W., SUITE 208
WASHINGTON, D. C. 20036

(202) 659-1401

ADMITTED IN MARYLAND AND D.C.

November 13, 1987

Jeffrey P. Davidson, CMC
3709 South George Mason Drive
Falls Church, VA 22041

Dear Jeff:

Thank you for speaking to the Law Office Management and Economics Section of the D.C. Bar this past Thursday. As you know, lawyers are becoming increasingly aware of our historical backwardness in such matters as the use of non-lawyers for effective work, the use of modern office equipment, and perhaps most importantly the use of marketing as a business tool. Eventually the bottom line gets to even the most egotistical of professionals.

As I left the meeting room, I heard a number of favorable comments about your speech. We were equally delighted to learn that we have attracted more new members from your presentation than any other previous one.

Thank you again for taking the time to speak with us.

Very truly yours,



Nancy K. Glassman

NKG/wo