

From: Martin LCpl Joe A Jr

To: 'Joe Martin'

Sent: Sunday, July 18, 2004 11:22 PM

Dear Dad,

The experience on the book field has influenced my Marine Corps career more than I ever realized until you asked me about this- I just never have take the time to compare the two.

I have all I need and I am the product of my influences, choices and actions.

Communication and relatability to all different walks of life are the second things I think of, as there are innumerable backgrounds and aspirations here

Attitude is my decision- I can have fun at the beach snorkeling or in a hole I dug to sleep in for the night during field training, or the day can stink, my choice

I am getting better

People are inherently good (made in the image of God)

The ability for me to see the bigger picture comes more naturally

People are the same everywhere- their favorite subject is still themselves.

Objections are nothing to be upset with. It's nothing personal, just business. But I can have whatever I want, if I follow the steps to overcome objections as I tell Sergeant Jones how I understand how she feels, and many Sergeants feel the same way, until they understood that tonight wouldn't be a good night to clean the barracks out because we all have to be up very early every morning this week to go to the rifle range. We should all get to bed early vice staying up late cleaning (NCAA March Madness Final Four week)

Prayer is powerful everywhere - God does hear you

Since I didn't manage myself, many other people are - There is a bright side to the story, as now the managers see what all I have learned from the bookfield, and want me to have more responsibility and many more subordinates!

Love you Dad,
Joey