

FINANCE

A.G. Edwards & Sons, Inc.
INVESTMENTS SINCE 1887

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A.G. Edwards & Sons, Inc.
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Members New York Stock Exchange, Inc.



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Thomas Nelson Publishers
Attn: Sam Moore
P.O. Box 141000
Nashville, TN 37214

Dear Mr. Moore:

Just wanted to drop you a note and congratulate you for being on the front page of Investor's Daily.

You have been a real inspiration for us "ex-bookmen". Personally, I would not be in the stock brokerage business today had it not been for my experience with the Varsity Co. This year I am on track to becoming a member of A.G. Edwards & Sons Chairman Council - the highest honor they bestow on their brokers. I owe you and the Varsity Co. many thanks for giving me the opportunity to develop the people and selling skills necessary to be a success.

Sincerely,

A handwritten signature in black ink, appearing to read "Warren Wall", written over a horizontal line.

Warren Wall
Investment Broker

P.S. Tell Sonny and the Varsity gang hello for me.