

ANTIOCH COLLEGE
YELLOW SPRINGS
OHIO

OFFICE OF ADMINISTRATION

November 12, 1934.

Miss Ida M. Tarbell,
120 East 19th Street,
New York City.

My dear Miss Tarbell:

It was pleasant to make your acquaintance lately and to have the talk with you. I regret only having neglected to ask about the American Students' Foundation, Inc., which I had been requested to do.

I wonder if you could tell me about the availability of scholarships through this Foundation for students at Antioch, for instance. I note that some provision for the award of scholarships is set forth in a memorandum from this Foundation, but I have been requested to inquire indirectly on this point.

Any information that you can give us on this point would, of course, be greatly appreciated.

Yours very truly,

John A. Pollard

John A. Pollard,
Assistant to the President.

JAP:M

BESSIE CLARKE DROUÉT
President
MRS. GEORGE SKINNER
Chairman of Memberships

MRS. BAYARD P. HOLMES
Treasurer
MISS CATHERINE LITCHFIELD
Chairman of Publicity

American Students Foundation

INCORPORATED

R. K. O. BUILDING
RADIO CITY
NEW YORK

Detailed Explanation

The Foundation realizes that no student can sell or procure Associate memberships without giving something of value to the purchasers in return for their money. To enable students to procure subscriptions for these Associate memberships, the Foundation has arranged to give to every subscribing member a book of coupons, as a membership card, valued at ten dollars. These coupons will be accepted by a group of well known stores on the basis of five percent value up to and including \$200. worth of purchases a year, thus giving the coupons a value of ten dollars. To illustrate, if an associate member buys two dollars worth of goods in a store listed on his ticket, he gives the store \$1.90 and two five-cent coupons, and so on until he has purchased two hundred dollars worth of merchandise during the year.

The subscribers will readily see that they will be saving the three dollars which they have subscribed for a membership and in addition to the three dollars they will save seven dollars more during the year. Every family spends at least \$200 a year on clothing, household goods and necessities. All the family may use the coupon book, it is not limited to the member only. Members will have also the satisfaction of knowing that they are helping a student to the extent of \$2.00 for his educational fund, without losing anything by so doing.

All associate membership applications are issued in an envelope containing 25 subscription blanks, and an identification card of authority for the student to solicit subscriptions.

Students are not permitted to accept money, merely solicit the application, and the subscribing member sends his or her application to the Foundation with their check or P. O. Order for \$3.00.

On the receipt of the \$3.00 the student who has sold the membership is credited with \$2.00. The student's name and number is on the application blank and is individually filed for reference.

For example. A student procuring 25 Associate memberships has to his credit in the Foundation \$50.00. If he procured fifty members his credit is \$100. If he procures 100 members his credit is \$200 and so on. There is no limit set to the number of memberships a student may sell, or the time in which to procure them.

If a boy or girl should start to procure these memberships during their first year in High School with the purpose of accumulating sufficient funds for college or school education at graduation in four years, the table would work like this:

Twenty-five memberships procured the first year would net \$50.00. If the student is energetic and ambitious he will try to obtain 25 new memberships each year, because he receives each year the two dollars on all members procured. If this is done this is what he would have to his credit at the end of four years:

1st-year—25 members	\$50
2nd-year—25 first year members	\$50
2nd-year—25 new members	\$50
3rd-year—25 first year members	\$50
3rd-year—25 second year members	\$50
3rd-year—25 new members	\$50
4th-year—25 first year members	\$50
4th-year—25 second year members	\$50
4th-year—25 third year members	\$50
4th-year—25 new members	\$50
At the end of four years. Total credit	\$500

This is, provided he has kept all his old twenty-five members subscribing each year in addition to his new procured members.

It gives a student a business of his own, keeping a list of members secured each year, and noting date of time for yearly renewals, writing or seeing to it that they do renew their memberships.

In addition to this \$500 which is ready for him when he wishes to attend college or school, if he continues to keep his membership of one hundred members intact and still subscribing he receives \$200 a year for as long as he needs it for educational purposes. When he is through with the fund it is still in existence, a brother or sister may carry on. If not desired the funds subscribed revert to the Foundation for an open scholarship. Note that procured subscriptions for fifty new members a year would be just double this amount, and one hundred members four times the amount. Students can ask the aid of their families or friends to help them procure their subscriptions, and if in soliciting for same they find it impossible for some people to expend three dollars, they can suggest women to make groups of three, each contributing one dollar and combine their use of coupon book.

The \$200 limit of purchases per member a year is so that people will want to renew their subscriptions another year, thus helping the student in keeping his unit intact through several years. If members drop their subscription the student can fill in with new members.

A student the last year of High School wishing to obtain funds for the immediate future can solicit as many memberships as he feels he needs for his requirements at college or school, in as short or long a time as is necessary.

The money the student earns is credited and assured to his individual account in the Foundation, and is available at any time he may need it, for any college or school he may select. The student selects his college or school, the Foundation pays the fee, and whatever is left over can be used for educational necessities like books, board, etc.

Students will be welcome at the Foundation at all times and any information or help will be freely given. Our Year Book will contain full information about colleges, universities, vocational schools, etc., with scholarships available at the Foundation and elsewhere.

Our Radio programs will endeavor to open the doors of the public for the students soliciting members. Also students will be asked to speak on the radio and the leaders will be announced from time to time.

There are no registration fees or other charges to students soliciting memberships.