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3/7/75

THE WHITE HOUSE  
WASHINGTON

Warren R.

Good group.  
Keep it active  
as a possible,





# NALU

THE PRESIDENT HAS SEEN *18.*

## THE NATIONAL ASSOCIATION OF LIFE UNDERWRITERS

1922 F Street, N.W., Washington, D. C. 20006 • 202/638-3122

March 6, 1975

### OFFICERS

#### PRESIDENT

**NORMAN G. LEVINE, CLU**  
Aetna Life & Casualty Insurance Company  
200 East 42nd Street  
New York, New York 10017

The President  
The White House  
Washington, D.C.

#### IMMEDIATE PAST PRESIDENT

**LESTER A. ROSEN, CLU**  
Union Central Life Insurance Company  
2300 Sterick Building  
Memphis, Tennessee 38103

Dear Mr. President:

#### VICE PRESIDENT

**BRUCE C. HENDRICKSON, CLU**  
Bankers Life Company  
415 East Avenue  
Holdrege, Nebraska 68949

With great anticipation of your acceptance, The National Association of Life Underwriters extends a most cordial invitation to you to address its 1975 annual convention at the Disneyland Hotel, Anaheim, California, September 21-25.

#### SECRETARY

**ROBERT W. FORKER, CLU**  
Northwestern Mutual Life Insurance Company  
402 First National Bank Building  
Zanesville, Ohio 43701

While we would particularly welcome your presence at the prestigious John Newton Russell Memorial Award Dinner, Monday evening, September 22, it goes without saying that your appearance at any of our general convention sessions on the mornings of September 22, 24 or 25 can be arranged if this fits more conveniently into your busy schedule.

#### TREASURER

**L. KENT BABCOCK, JR., CLU**  
Aetna Life & Casualty Insurance Company  
247 Gypsy Lane  
Wynnewood, Pennsylvania 19096

#### EXECUTIVE VICE PRESIDENT

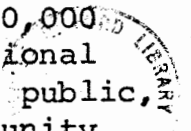
**C. GARNEY SMITH, CLU**  
1922 F Street, N.W.  
Washington, D.C. 20006

#### TRUSTEES

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- RICHARD S. SMITH, CLU**  
Palo Alto, California
- MILTON J. STERNGOLD, CLU**  
East Orange, New Jersey
- THOMAS J. WOLFF, CLU**  
Vernon, Connecticut

You will recall, we're sure, that the press of unforeseen circumstances caused you to cancel your long-scheduled address to the 1974 NALU annual convention in Washington, D.C. this past September. While your many friends and supporters within NALU (including close friends in Grand Rapids and in Michigan) shared your regret that this cancellation was necessary on short notice, we did appreciate and understand the motivating situation.

NALU is renewing this speaking invitation with the knowledge that you will have a large, receptive audience of several thousand leading life insurance personalities--both from the field and corporate segments of our business. The 130,000 members of NALU are dedicated to professional competence, unimpeachable service to the public, and participation and leadership in community and national affairs. They are important opinion



molders through their professional and extra-curricular activities and can be counted on as strong allies in preserving a sound economy, winning the battle against inflation, and in achieving prudent and responsible fiscal management of governmental affairs.

It will give us pleasure to provide you with details of our 1975 convention program as it develops during the ensuing months and to give appropriate publicity--as directed by your staff--concerning your appearance. It is our best judgement, Sir, that this address before the country's largest life insurance convention will afford you a valuable forum and will enable you to speak directly and forthrightly to the leaders of a great business vitally important to the economic and social well-being of our nation--and, through them, to the millions of Americans they serve.

Respectfully yours,

*Norman G. Levine*

Norman G. Levine, CLU  
NALU President

*C. Carney Smith*

C. Carney Smith, CLU  
NALU Executive Vice President



THE WHITE HOUSE  
WASHINGTON

March 7, 1975

ADMINISTRATIVELY CONFIDENTIAL

MEMORANDUM FOR:

WARREN RUSTAND

FROM:

JERRY H. ~~LOVELL~~

The attached letter was returned in the President's outbox with the following notation to you:

-- Good group. Keep it active as possible.

Please follow-up with the appropriate action.

Thank you.

cc: Don Rumsfeld

