

**LOTTA SMARTS**

123 Spay Lane  
Austin, TX 78704

Dear Jim and Sally:

I've asked Sue White to call in the next few days to set a time when we might visit you. Sandra heads the development program for the Snip-n-Chip program and is a remarkable person.

I think you know how involved I've been with Snip-n-Chip. I've served on the Board for nine years—and have seen firsthand the great work they do. All of our pets have come from rescue facilities and we believe in the importance of spay and neuter programs. Your commitment to animal welfare prompted me to think of you.

We're in the early stages of launching a campaign to launch a new spay and neuter program in San Antonio. It's terribly exciting. I won't bore you with the particulars now but when we see you, we'll discuss it all in detail. I think you'll be as impressed with the program as I am.

We're not going to ask you for money. At least, not on this visit! And I made Sue promise that she wouldn't ask for a gift either.

All we want is an opportunity to talk about the program, ask for your good counsel and advice, and determine what might be appropriate next steps. If there are not to be any next steps, that's up to you.

Thanks so much, Jim and Sally. I consider this a favor of the highest order. I do look forward to seeing you soon.

Sincerely,

Lotta Smarts  
Board Member  
Snip-n-Chip

**LOTTA SMARTS**

123 Spay Ln  
Austin, TX 78704

Dear John and Jane:

You likely know how involved I've been with the Snip-n-Chip Foundation in town. I've been a member of its board for five years but I've known about its work long before then.

In my judgment, it's one of the most effective organizations for changing the way our community addresses animal welfare. The Snip-n-Chip Foundation offers free spay and neuter services; positively impacting the animal population in our neighborhoods while allowing families to experience the joy of pet ownership. There's really no other organization quite like it in our community.

Henry Smith is the Executive Director here. I have great admiration for his commitment and devotion to the work of Snip-n-Chip.

We are about to launch a major campaign for a new veterinarian clinic and neuter facility. I have asked Henry to call on you.

I've made him promise that he won't be asking for a gift. You can count on that. But I do want him to tell you in detail about the clinic and how important it is to our community and those who are served. I feel certain you are going to find the project as exciting and compelling as I do.

I've asked Henry to tell you about the project and get your good counsel and advice as to what steps might be taken next to move the program forward. And by the way, if there are no next steps as far as you're concerned, that's entirely up to you!

Thanks so much, John and Jane. His visit is so important and you are one I particularly wanted Henry to visit with. I'll consider this a favor of the highest order for you to see him. And that will be one I owe you!

Sincerely,

Lotta Smarts  
Board Member  
The Snip-n-Chip Foundation