

# Model Document: Poorly Written Persuasive Letter

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**Commuter Aircraft Corporation**  
 **7328 Wellington Drive**  
**Partridge, Ohio 45424**

March 7, 2003

Adele Chu, Permissions Editor  
Poet's Press, Inc.  
One Plaza Way, Suite 3  
Boston, MA 02116

Dear Ms. Chu:

Thank you for your response to my request.

We cannot agree to pay the fee you have requested. We want to use the poem only for a free instruction booklet for pilots, so we are willing to pay no more than \$300 per selection. We are eager to use the poem because we feel it will interest and inspire our readers, but you will have to lower the price by two thirds.

I hope you understand our position.

Sincerely,

*J. T. Walters*

J. T. Walters  
Publications Manager

cc: Legal Department

Subject is not  
stated clearly

Tone is  
demanding, not  
persuasive

Request is not  
restated.

**(890) 321-1231**  
**Fax (890) 321-5116**

**commair.com**