



UNIVERSITY OF MINNESOTA  
TWIN CITIES

Laboratory of Physiological Hygiene  
School of Public Health  
Stadium Gate 27  
611 Beacon Street S.E.  
Minneapolis, Minnesota 55455

Crosby - ROUGRAFF

April 7, 1981

John S. Pearson, M.D.  
c/o M.E. Rougraff, M.D.  
Medical Director  
American United Life Insurance Co.  
1 West 26th Street  
Indianapolis, IND. 46206

Dear John:

You were my first contact and role model as overwhelmingly competent when I took up life underwriting. The average sized policy of my then little company was \$10,000, and you can imagine my "bug eyes" when in the first morning, sitting at your side, a policy for half a million came through on Bing Crosby. The AUL underwriting guide has remained, of course, my Bible as well as Primer.

Unfortunately, your behavior at medical meetings as well as in your natural habitat was so professional and amiable that I would have to fabricate a tale fit for your "roasting." But I'll bet old Chet knew some stories about you, and I hope he shows up in spirit for the celebration.

Cordially,

Henry Blackburn, M.D.  
Professor and Director

HB:jml