

# DIALOGUE

Fall | 2020

**MISSION:**

It is the mission of AAHA to increase public understanding and acceptance of Handwriting Analysis.

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## Honor Thy Feelings! A Call to “Journal”

We are embarking on a new horizon when we consider our mental health in this decade of change.

The greatest invitation is to see life differently; and if we can so choose, we can look at some of the advantages that this new world is providing as a way to engage in our own wellness.

This year, we are consumed by what is happening on the outside. We have always been curious as people; by the news reports, social media, our country, our neighborhoods, the world. We see things come and we see things go. We have not experienced the sort of new world we are living in.

What better time to become more one with ourselves, as we collectively have the vision of a more unified world? In this different climate of life, I have been advocating the call to journal more than ever. In my professional life, as a Licensed Counselor, it has always been my favorite topic, one that I recommend to everyone. I feel its' importance now is much more personal and important; as



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The Association is a non-profit, non-sectarian, and non-partisan organization.

Publication submissions are encouraged and should be directed to the editor in the above protocol. Articles submitted are subject to unrestricted AAHA editing and/or commentaries. Nothing can be reprinted in whole or in part without the written consent of the author(s)/ and the Editor.

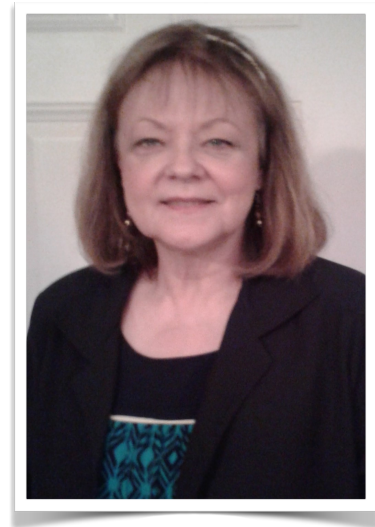
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# The President's Corner

A Message from our president, Cindy Cheaves



Greetings,

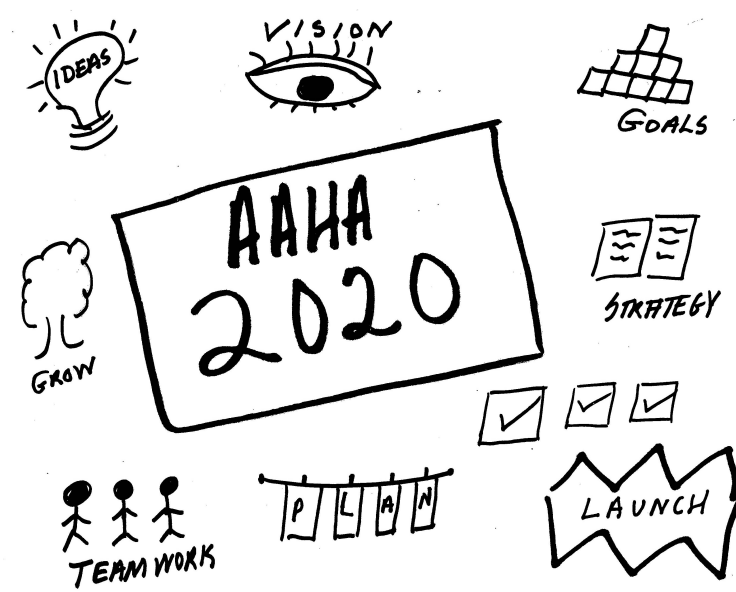
As we close AAHA's fiscal year and get ready to say good-bye to the year 2020 in just a few short months I wanted to take some time to reflect on the 2020 plan set back in 2018.

I feel good about what we've accomplished as an organization. We are sustaining our group as well as growing with new members. We launched free basic graphology classes for AAHA members. The class participation has engaged many members and has played an important role in attracting new members.

Although we had to scrap plans for an on-site conference in Atlanta due to the pandemic, we look forward to getting together in person in 2022. Zoom is great but we still need that time to be together face-to-face.

Changing the conference format to online still proved to be a winner for AAHA. Our first online conference was a big success. We are looking at doing more online besides the basic classes and the monthly study groups.

As we move forward to 2021 and 2022, we will employ all the important ingredients for a successful group. Ideas, Vision, Goals, Strategy, and Teamwork make for a winning recipe. Your feedback and participation are wanted and needed. Jump in. It takes many hands to do the work.



All the Best,  
Cindy Cheaves  
AAHA President 2020-2022

# Updating Your Membership

It's that time of year again. **You AAHA Dues is now due.**

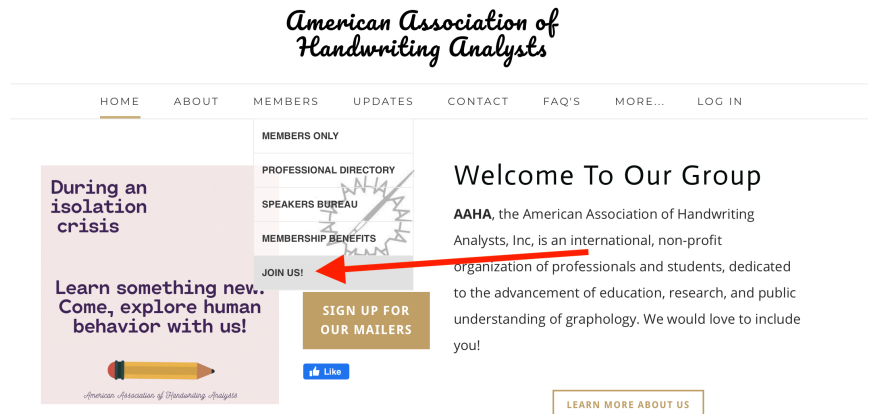
Invoices for annual AAHA dues for the period 9/1/20 - 8/31/21 are being mailed to you. (If we don't have a physical mailing address on file for you, you will receive the invoice via email.)

In the past, we have sent emails with a link for payment to make it convenient for members. However, due to potential fraud, **AAHA WILL NO LONGER SEND EMAILS WITH LINKS FOR PAYMENTS.**

**This means you will need to go to our website to renew your membership for the new 2020-2021 year.**

To renew your AAHA Membership, and to pay by credit card for annual dues, do the following:

1. Go to our website: <http://www.aahahandwriting.org>
2. Click on MEMBERS
3. Click on JOIN US
4. Scroll down to Renewals and click on BUY NOW
5. Follow screen instructions



Checks are also accepted if you wish to snail mail it directly to our

treasurer: \$60.00 to AAHA, % AAHA Treasurer: Jane O'Brien, 4143 Lorna Court, Lacey, WA 98503

(Email links that do not require payment of any kind are safe. For example, all of our emails with the links to our Zoom sessions, or even the emailed links that invite you to set up your AAHA website account, are all safe to use.)

**IMPORTANT – TO PROTECT AGAINST FRAUD**  
 AAHA accepts credit card payments via PayPal. Paying by PayPal is safe. Where the potential for fraud occurs is when a scammer sends an email appearing to be from AAHA with a link to click on to make payment. The link inside that email doesn't take to you AAHA website. Instead it takes you to a look-alike, but a scammer's website. Your payment ends up going to scammer, not AAHA. It is only the request to renew your dues that we **will not** send in an email. Instead, please renew directly on our website.)



# Honor Thy Feelings! A Call to “Journal”

Continued from page 1



intimacy that is grabbing our attention. Journaling gives us a nourishing place to speak, to come to self, to choose to honor thy feelings.

These days we are in a power play in our thoughts, and journaling gives us a chance to check in with ourselves. We have this need, more than ever now. Our mental health is a more emergent responsibility during this pandemic.

our ability to hope, stay present, to carry on, and to stay in a positive state of mind, is a call for all humanity.

Inside ourselves we share what is happening to all of us. Journaling is part of a healthy and grounded way of honoring our mental wellness.

We hear too much about mental illness as the “unfortunate virus of humanity” when instead, we need to see to mental wellness as each person’s right to possess. To be in a natural state of peace, one must know thyself, is something I say all the time. We are all craving that peace, and this is a good place to start, a process of honoring thyself.

As a Handwriting Analyst, I have seen the benefits of getting people to journal as a way for them to be more aligned with their power of choice. When we are more involved in our inner self, we have better access to our decisions, and our ability to go inside where our thoughts and subsequent feelings reside, can be more manageable.

To honor our feelings is to be in touch with our inner world. Journaling is the greatest tool to capture this timeframe. We are seeking a new

We are all working to balance out energies. People are sleeping more, dreaming more, and wanting to have inner peace is more important than craving what we did in the past years, which looks like a

**Daily Planner** S M T W T F S  
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# Honor Thy Feelings! A Call to “Journal”

Continued from page 4

crazy calendar of events month after month, year after year. Mental health is a call for all of us.

Journaling is a mastery of a voice that no one will ever hear but you. It is not a to-do list, or an account of another person’s wrongdoings captured on paper. Journaling is a portal in the night, a place to always bring back the light of the dark day, to become the very closest friend to ourselves. To know that we have access to our inner world, is to know us in our truth, and to live in that truth is more healing than worrying about tomorrow.

What I find so amazing is that we are all needing to heal, and this is a source of concern for our planet. As we become more invested in our own healing, we become more involved with the world’s. It is indeed, a new world.

As Handwriting Analysts who know the importance of the written word, we can all share our gift of bringing light to people’s hearts and souls. Starting to journal is a gift we can give ourselves and to anyone who would benefit from this self-serving journey to mental wellness.



We are called to honor our feelings, and my assumption is that we also share in the desire to see to it that our fellow human beings have the same right, to have peace rise up for everyone today is to honor life, each

other, and our collective world! by: Jo Coppola, MA, CG, LPC



## So, what is Journaling?

Journaling ranges from writing notes in your date book, to writing stories in our diaries. Just the act of writing and keeping this written record makes an impact on our psyche.

It is validation of all we lived through. It’s a record of our events, feelings, and things we attempted or aspired to do.

Writing is that kinetic movement of pen on paper, combined with brain activity that explores thoughts, ideations, emotions, and more. Because this is an unconscious act, we that can record our emotions as we confirm all things that matter to us personally.

Having a bad day? Journaling can remind us that there were things that led up to this bad day, or honor the feelings we have of shame, fear, anxiety, and concern for ourselves and the people in our lives!

Having a good day? Journalling can help us record it, emotions and experiences. Its a great way to validate yourself!

## HR: Why “Getting Fired” Is Important to Graphologists

For those Graphologists that do work in Human Resources, we should all be aware of the ways we



match up the employee with the job. However, a little extra arrow in your quiver may help you with providing that extra spot-on “target” for your client.

We generally avoid negativity. Yet 12 months ago, we used to meet in person for interviews. Today, and for the foreseeable future, many interviews are conducted online or by telephone. This sometimes limits the ability of the interviewer for getting the feeling they would normally have about their prospective employee.

Therefore, your client may appreciate a little extra help regarding their applicants. And you, as the graphologist, can help them in this area.

Most employers do not need a reason to fire an uncontracted employee. But, legally, they prefer to do so to avoid any unnecessary wrongful termination lawsuits.

Once you hire an employee, the paper trail begins. It takes a lot of paper (and potential loss for the company) before they can justly fire an employee.

To save your client grief, let them know their hiring candidate has issues in these areas may save them

the expense of hiring, training, evaluating and then terminating a candidate that fits the criteria for a “high-risk of getting fired.” For us, that may be reporting any one, or a combination of the following, negative qualities if the employer wants to see them. (Always ask first if they want to see how their candidate rated on a list of top ten reasons to get fired before you send them anything. Remember to note to your client that these indicators only tell us of “potential”, but it is up to the person to act on those possible negative characteristics...and no graphologist can tell that.)

According to BalanceCareers.com (an HR online Magazine), the top ten reasons for employee termination are listed below. And, everyone of them is something a good graphologist can see in the handwriting:

1. **Damaging Company Property.** Intentional or not, if you damage the property, it is a fireable offense. There is no handwriting clue for this “potential” threat. Carelessness, definitely.
2. **Drug or Alcohol possession at work.** Performance enhancing or cognitive inhibiting drugs and alcohol can take a serious toll on the business’s customer and co-workers. The effects of an employee not operating at their best affects everyone and affects the bottom line. Even having such medications, (legal and illegal), in the workplace is a fireable offense for these good reasons. *Look for clues in the handwriting that indicate substance abuse (as you know, only long-term substance abuse will show in the writing).*
3. **Falsifying Company Records.** Whether your applicant lied on his application or lies in general, this little defense mechanism can cost the employer a lot in employee relations,

# Why Getting Fired is Important to Graphologists

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customer relations, and even inventory. *Look for clues that include dishonesty (tied communicative vowels, open bottom communicative vowels, crossouts, ambiguity, etc.), or aggrandizing (making oneself look larger than realistic; ie. overly large signature, extremely tall UZ.)*

4. **Insubordination.** Not every employee agrees with their boss all the time, but there is a proper way of discussing the matter. Insubordination is not following these protocols. Instead, it destroys internal authority and causes issues between other employees. This is the bad apple in the barrel. Don't let this one get into the barrel. *Insubordination can be seen in clues for little respect for authority Plus misplaced or "pop-up" letters that indicate this character will say whatever comes to mind regardless of respect/time/place.*
5. **Misconduct.** Now, this is a loaded title. It covers a whole host of offenses:
  - \* Sexual Harassment
  - \* Bullying
  - \* Criminal Misbehavior
  - \* Unethical Conduct
  - \* Lying
  - \* Stealing
  - \* Fraud
  - \* Industrial Espionage

*For most of these it's a mixed variety of clues. But a good start will be to look for signs of dishonesty, as well as getting their own way with blunt endings, heavy pressure (especially punctuation and t-bars), and unregulated slant.*
6. **Poor Performance.** If your work is sub par, or if you require constant oversight and monitoring, unable to do your work alone and at optimal performance the first time, then the candidate is a poor investment for the company. *Clues for poor performance would*

*be displayed in low self esteem, very light or very heavy pressure, unregulated slant and spacing, and often with extremely large MZ.*

7. **Stealing.** Although mentioned in #5 above, this is not just a misconduct like taking office pens or paper home with you. This is taking equipment, money, or even intellectual ideas and designs from the company you work for. Additionally, this would include theft of any kind, even taking items from co-workers desks or lockers.
8. **Using Company Property for Personal Business.** Now, most corporations will overlook you making a single copy of something personal...but running off a ream of flyers or menus to sell pizzas for your second job is just wrong. Using the internet to monitor your sales on Etsy or Ebay is not only stealing company time for personal gain, but exposes their internet connection to unnecessary tags, spyware, and possible viruses. Shopping online at work should also be a big no-no for the same reasons. *(Clues in the handwriting would include signs of disrespecting the rules, or the space of others. Look for disturbed spacial arrangement where there are no borders, tangled lines, undergirding of oval vowels on the baselines, writing above or below the baseline, etc.)*
9. **Taking Too Much Time Off.** Employees who are constantly late or often taking unscheduled days off interfere with work projections for other employees and brings down team morale. It's hard to build reliability in your teams if you have members that don't want to be there. Avoiding this type person is a great consideration for any prospective employer. *Look for persons that cannot commit, last letter is detached, writing is thready. Look for persons*



# Why Getting Fired is Important to Graphologists

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*that egocentric, large spacing, letters rubbing, lines tangling.*

**10. Violating Company Policy.** This can be wide spectrum of things that range from office dating to inappropriate comments on social media. The big take-away here is that the Company needs to protect its image and the image and rights of their fellow employees. The whiners and tattle-tellers have no place in a company that tries to treat all its employees equally and fairly. That simple office romance can turn nasty and vindictive. The comments on social media can ruin business.

Harvard Business Review suggests that all HR decision makers look for four skills when searching for new hires. After all, first impressions are not always accurate. Getting rid of a "wrong" hire can take up to a year or more, and will always shake your confidence in hiring the "right" person again.

1. **Focus on Behaviors instead of Traits.** Words like "Team Player," "Analytic," "Creative" all sound well and good for the resume and interview...but is the candidate really someone who gets along, is truly analytical, are they creative and how? Compare the handwriting with the resume or application to see if the candidate is puffing themselves up, or are they truly the things they claim to be?
2. **Listen for Learners.** Although this is mainly describing a behavioral interview ("tell me about a time when something did not go right..."), the interviewer is looking for skills to navigate a negative into a positive, and for quick and creative thinking, as well as flexibility and adaptability. As Graphologists we can see these qualities in their handwriting. Report it!
3. **Listen for Conflict Management Skills.** The verbal tactic "Tell me about your least preferred co-worker" looks for ways to test your interpersonal skills, you can still look for ways

to say that your candidate can learn from a situation and does not apply "labels" (non negotiate terms) to their co-workers. As Graphologists, you can see how a person handles themselves under pressure, how they adapt, whether they follow the rules set up by others, and how they feel about upper management and their peers. Do they learn, or are they stubborn, and do not accept change?

4. **Look for non-verbal clues.** Now this is looking to see whether the candidates words match up with their reality. For example, confidence can be seen in eye contact, but then again, so can arrogance, disrespect, and contempt. In the handwriting, we can see some of these non-verbal clues that every employer needs to know. So, what are the biggest things that every employer needs to know about their potential new hires?

Every employer wants to know what the applicant across the desk is thinking, and how this person can "fit" within the company. Before HR wastes time on the interview, graphologists can tell them the following attributes about their candidates:

- Attitude, easy to train
- Productivity
- Reliability
- Time Management
- Resource Management
- Motivation
- Honesty and Integrity
- Work Ethic
- Frustration Level
- Ability to handle multiple interactions simultaneously
- Intelligence
- Creativity
- Ability to follow directions
- Ability for Leadership
- Sensitivity to Criticism

That'll help narrow down your stack of applicants!

###

# Personal Pronoun “I” in Today’s Handwriting

Most of us learned graphology to deal with the cursive PPI, which was always made a specific way according to copybook.

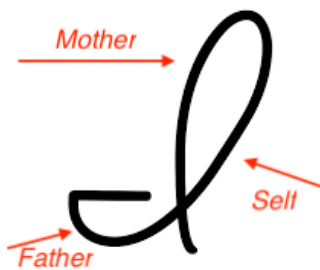
Today, however, they are not using cursive in the classrooms, they are not teaching copybook writing systems, and very few, if any, are writing cursive PPI’s.

So, what does that do for us as graphologists? How does that make us adjust and compensate the information we get from the PPI?

Let’s start at the beginning with a little lesson. The PPI (Personal Pronoun I) is pretty much an anomaly to English speaking North and South Americans. Most other countries do not put such emphasis on the “I” as we do.

In cursive the PPI is broken down in to three parts:

- The Initial Stroke that climbs from the baseline to the apex. (This creates the “Sail” of the loop in the PPI. This is also known as the “mother” stroke.)



- The downstroke that flows from the apex back down to the baseline. (This creates the Mast on which the sail flies. This is also known as the Spine (or the backbone), or the “Self”.) It should be slightly curved, but strong and sturdy.

- and, the leftward curve and return rightward strokes. (This creates the “Boat”. This is also known as the “father” stroke.)

We see many variations of this cursive I in our samples, and each have their own connotations.

Most of the same principles apply to the printed or script-printed PPI:

- Mother is the initial stroke (Wherever the pen hits the paper) This is generally



Upper Zone. Look for issues such as detachment, tics, stabbing or even the absence of a good start on the printed I.

- The Self is the Backbone of the letter that should run from the upper zone through the middle zone to the baseline. Notice how supportive that backbone is to see how confident the writer is in themselves. It’s a downstroke and therefore should be straight and strong in pressure.



- The Father stroke is the ending stroke..whether it is the bottom of a Roman I or the end of the single downstroke. Look for anomalies in the strength of the horizontal movement, tics, detachment, or stabbing.



# Personal Pronoun I in Today's Handwriting

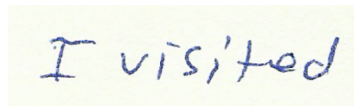
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While the Roman I is most common (with the cross bars at the top and bottom of the letter), the Stick I is used as a matter of efficiency and speed in the writing. The Stick I writer is more independent and not relying on traditional mother/father roles in their life.

Some of the key take-aways for printed PPI's are:

- You can still see Mother-Self-Father by remembering Mother is the beginning, Father is ending and Self is the bulk in the middle.

- Look where any tics, wavering, airstrokes, or other little clues are placed.



Zonal influences can mean a lot.

- Look to see if this is a printed I *in an otherwise cursive writing*, which will tell you if:

- The writer is not comfortable with allowing himself the space or the traditional right-to-left movements the cursive I applies. If this is true, you can confirm it with the very small letter "i" within the writing. This is a matter of self-esteem.

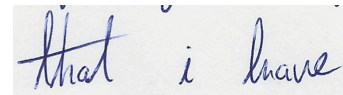


- The writer applies other

efficient strokes in their writing (no leadings or tails) to indicate the writer likes to just get on with it, no sentimental memories will affect their judgement.



- If the writer uses a lower case PPI to identify themselves, whether in cursive or in print, then the writer is not



capitalizing on themselves, they are not as important in their own eyes to draw such attention to themselves. Are the regular lower case "i"s all smaller than the rest of the letters in the words?

- Rocker I's have curvatures in the horizontal bars (top and/or bottom). Just as with a



cursive I, the extreme curves tell us how the writer feels about themselves. Notice where the arches are (top to provide security, or bottom to shield them from experiences.



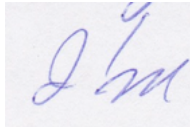
- For example, the cursive I curves into itself into a fetal position, this is one who is paralyzed by the division of their past. Notice how their "spine



## PPI in today's handwriting

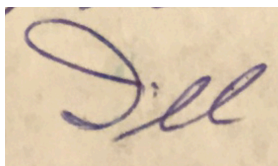
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has to curve against the pressures of the future.



- The Butterfly of the same the fetal curve, except the ends actually stab the spine is often seen in people with the constant need and the constant annoyance of their past.

- The Lopsided Top or Bottom horizontal stroke is similar to the



cursive PPI with the same issues.

Always notice where the initial stroke

begins ( as the above illustration begins in the middle zone), goes way left, the spine curves against the future and the ending stroke is almost not able to support the letter. In this instance, the writer's father died when he was just a boy, his family suffered greatly without the supporting spouse, so Mom became too busy working to help the kids develop.

- So the rocker (curved bottom/top) I's ca tell you a lot about the writer.

So, what about variations or mixes in the forms used for PPI's? Well, just as in cursive, the various forms of the PPI used within the same sample indicate a person who is still trying to figure out who they really are. They are unsure or indecisive when it comes to their personal matters, and can be easily influenced by others.   # # #

## Graphology Books For Sale by Members

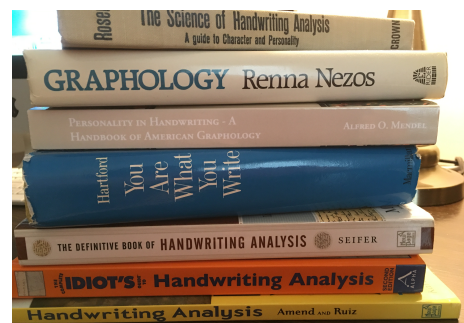
We've received some inquiries from members in regard to handwriting analysis books that they would like to sell. These are not books authored by the member, these are books purchased for the study of graphology.

Making these books available to other members, especially new members, is a worthwhile benefit of being an AAHA member. Some of the books may be out of print or hard to find. Additionally, the AAHA library is not accessible right now so this is a good time if you have books that you would like to sell or give away to members see the instructions below:

1. Prepare a list of the books. Include prices if you want.
- 2 List your contact information.
3. Send the list to: [aahapresident@gmail.com](mailto:aahapresident@gmail.com).
4. AAHA will email the list to members.
5. The member selling books is responsible for receiving money and shipping books. AAHA's only role is to email the list to members.

If any questions or comments, please direct them to:

[aahapresident@gmail.com](mailto:aahapresident@gmail.com)   # # #



J E A N M I C H O N N H M  
L U D W I G K L A G E S M  
C A M I L L E B A L D O C  
A N T H T U Y K L E X I N  
J E A H O D A I O E I D I  
E M D A N A N T H O N Y E  
A A O B B L D T U B B A L  
M A X P U L V E R R I C K  
I X T A N C E Y B A R S X  
C A T W K L K H A N D W I  
H T H E E G R A P H O L L  
A K L A R A R O M A N I E  
N E E C I R E S I U O L F

Dan Anthony  
Camille Baldo  
Milton Bunker

Ludwig Klages  
Felix Klein  
Jean Michon

Max Pulver  
Louise Rice  
Klara Roman

Fun with Word Search.  
History of Graphology

Recognize these names? If not, see our series of classes on History of Graphology on AAHA website under Educational Videos.

No Cheating...but the answers are on the last page of this newsletter

# 5 Things to know about...Eileen Page

AAHA's New Membership Chair

## **1. Where are you from, family, occupation?**

I was born in the Bronx, NY on February 23, 1945....the day the flag was raised on Iwo Jima. My mom was of Hungarian decent, my dad, German. My maiden name was Zehnter and reflecting, I realize what a wise decision it was to choose a man with the last name of Page! We were high school sweethearts and in our minds, we still are after 53 years of marriage!



My more serious and timely training began in 1984 when I took a "Basic 8" Graphoanalysis course offered in my area. Immediately after I signed up for the certification program with IGAS. I became so hooked, I quit my teaching job in 1986 to pursue it as a full time career.

The rest is history!

## **2. What was your first introduction to handwriting analysis?**

My first introduction to handwriting analysis was in college in 1963 when curiosity compelled me to take a book out of the library on the subject. I found myself testing the science on all the letters that girls in the dorm received from their boyfriends. It worked! I became so engrossed in reading more, my grades began to suffer so I had to make the tough decision to stop those pursuits in order to complete my bachelor's degree in elementary education. Rinehart actually came to the college and taught a 1 credit course on his penmanship model ....naturally, I loved every minute of it!

## **3. Where did you learn handwriting analysis?**

## **4. What attracted you to this field?**

Initially, it was an insatiable curiosity, eventually it evolved into a need for self-awareness, then helping others learn about themselves. My passion was sustained due to the fact it worked and also brought joy to those who had their handwriting analyzed. In addition to this, I was so impressed personally and professionally with the other analysts; friendships have developed over the years with such a wonderfully friendly and compassionate group.

## **5. What else do you do in the handwriting field?**

In addition to teaching college course, lecturing, writing books and doing corporate events, I also have received training in document examination and identifying anonymous note writers. I continue to find all of it exciting, helpful and rewarding! [www.pageink.net](http://www.pageink.net)

# The Line of Decision

Every good graphologist knows about the baseline. It is the imaginary line on which all of the middle zone letters rest on the bottom. It is called the “line of reality” because the conscious efforts of the writer are seen in the middle zone, and those below it are unconscious or “automated responses.” The lower zone is full of activity, dreams and creativity...but all of these are done without a second thought.

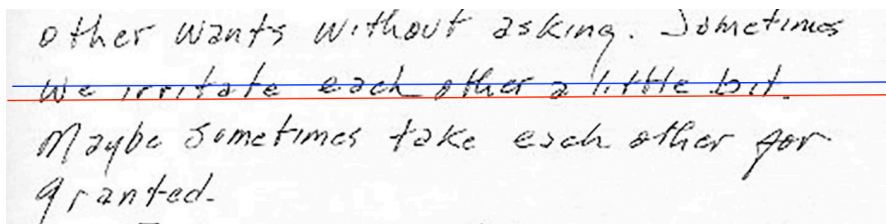
We check the baseline to see how stable the person is. A little fluctuation is a good thing. It tells us that the writer is able to fluctuate with the issues of the day. Inappropriate crossing of the zones tell us that the writer has issues keeping things on task, controlling their own reality. Below it are automated responses (exercise those muscles, memory triggers, unconscious thinking for likes and dislikes, dreams, creative productivity (working out the details to make something is in the LZ, thoughts and creative thinking are upper zone as in the things we aspire to do, etc. )

But, relatively few people know to check the “**Line of Decision.**” This is the imaginary line on the TOP of the middle zone. The top of the middle zone does not have to be

rigid, but it should keep all those middle zone letters in a similar range for size.

Looking over this line will help you catch any “pop up” letters (oversized letter forms or capitals that should be lower case letters, etc). Pop ups tell you that the writer is too excitable, and may say inappropriate things at odd times... it’s their “line of thinking” that makes them compulsive and blurt out whatever is on their mind.

The top of the middle zone will show you who is “aspiring” for better things when their letters are reaching higher. For example, when the letter “m” has angles or little spikes that “pierce” into the upper zone (known as the zone of thoughts) you can say that the writer has an investigative mind. (M’s, N’s, and greek e formations on



lower case R's)

T-bar crossings we were taught to cross at 2/3 up on the t-

stem. So when the t-bars hover below the line of decision, you can say that the writer does not have faith or energy in their own thoughts (they rely on others to make decisions for them.) That’s also known as a self-esteem issue, and now you know why!

If the lower case l is smaller than the rest of the middle zone, that too is taking a knee (bowing) to others will. The writers have very poor self esteem and often a poor self image.

# Line of Decision

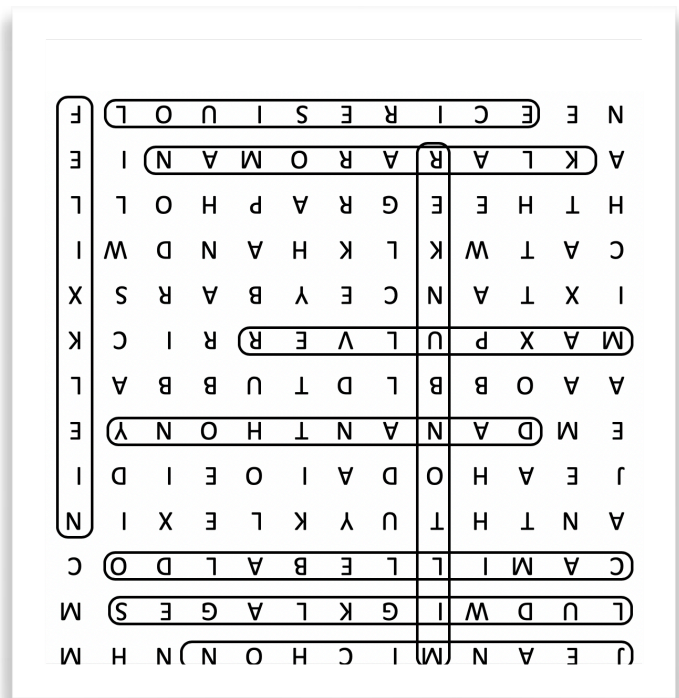
Continued from page 15

Looking over the line of decision will also let you see “thready” writing. When words start out normal and, letter by letter, get smaller, then the writer threads out the words. This can be an evasive move, especially if the ends of the words are illegible. (look for other signs of dishonesty or non-commitment.)

Even if you can still read the letters, shrinking letters that are not ambiguous can tell you that the writer suffers from an inability to fit in with others, That they do not have the confidence or energy to insert themselves into conversations. It may be a weariness caused by physical or emotional illness.

So, just as the baseline can tell us a lot about a person, so can that line of decision!

Answers to Page 9 Word Search:



## Help Wanted!

Looking for an assistant to help back up Val and work on our website. Val has been working alone, but now needs someone to assist.

If you want to learn how to do this, and, if you have the dedication to make the updates and changes as requested, then boy do we a perfect have a job for you! It's not hard, just time consuming. And Val will be happy to teach you!

Contact [valweil@comcast.net](mailto:valweil@comcast.net) Thank You!

## Send in your articles!

Articles can be submitted to editor, Val Weil, at [valweil@comcast.net](mailto:valweil@comcast.net). Due to copyright laws, we can only accept original work and images. Make sure you source note your work whenever you can.

## Welcome to AAHA!

We wish to extend a very warm welcome to new AAHA members over the past year. As our new calendar year for membership begins, we wanted make sure everyone was aware of our newest additions. Welcome them, and offer them support and mentoring. And we hope to all see you online!

- Angela Burrage
- Anise Spearman
- Billie Headlee
- Brenna Hansen
- Candace Kingman
- Charles DeVries
- Rabbi David Fredman
- Dikla Golasa
- Jan Rose
- Jeanne Donovan
- Kyah Khalsa
- Dr. Marion Rollings
- Saiddie-Anne Seamone



In compliance with AAHA Bylaws, the Annual Report and Financial statement shall be made public to all members in the issue of the Dialogue following our Annual meeting or conference. The next few pages provide all that information for you, our valued members. Please direct any questions or comments to president Cindy Cheaves at [aahapresident@gmail.com](mailto:aahapresident@gmail.com)

<b>AAHA Proposed Budget 9/1/2020 - 8/31/2021</b>		
<b>Officer/Chairperson</b>	<b>2020/2021 Proposed Amount</b>	
President	\$ 50.00	
Vice-president	\$ 25.00	
Secretary	\$ 25.00	
Treasurer	\$ 25.00	
Finance-Audits	\$ -	
Past President	\$ -	
State of IL Reg Fee	\$ 10.00	
PayPal Fees	\$ 125.00	
Meeting fees	\$ -	
Speaker Stipends	\$ 250.00	
<b>Committees:</b>		
Board of Trustees:		
Library Storage Fee	\$ 1,700.00	See Note below
Library Expenses	\$ 300.00	
Dialogue	\$ 1,700.00	
Public Relations	\$ 25.00	
Accreditation	\$ 650.00	Only incurred when exam applications received
Education	\$ 50.00	
Bylaws & Rules	\$ 50.00	
Ethics	\$ 25.00	
Membership	\$ 235.00	
Historian	\$ 25.00	
Research	\$ 25.00	
Convention	\$ -	
Nominating	\$ 15.00	
Web Master	\$ 1,500.00	
Web Admin Expenses	\$ 200.00	
Miscellaneous	\$ 200.00	
<b>TOTAL EXPENSES</b>	<b>\$ 7,210.00</b>	
<b>Income:</b>		
Renewals	\$ 3,120.00	80% renewal - 52 @ \$60
New Members	\$ 600.00	10 @ \$60
Accreditation	\$ 750.00	5 @ \$150
Life Renewal - BOT	\$ 1,000.00	Annual funds transfer for Life Member dues
Money Mkt Interest	\$ 15.00	
BOT Money Mkt Int	\$ 15.00	
BOT CD Interest	\$ 15.00	
<b>TOTAL INCOME</b>	<b>\$ 5,515.00</b>	
<b>Increase(decrease)</b>	<b>\$ (1,695.00)</b>	

**Note:**  
 Budget allows for possibility of having to keep storage unit for 12 months @ \$142/month. (\$1700.)  
 Plan is when COVID restrictions are lifted, designated members can meet at storage unit and pare down the current library of 100 boxes into smaller units that a member(s) can volunteer to store thereby eliminating need for storage unit.

## AAHA – American Association of Handwriting Analysts Annual Reports 2018 - 2020

### **President - Annual Report, 2020 / Cindy G. Cheaves**

The Executive Committee (EC) has continued to meet on a monthly basis. The meeting date has been changed to the second Wednesday of every month via Zoom. Beginning in October 2019, AAHA began offering free basic graphology classes via Zoom to members. The organizational benefit was twofold: (1) encourage new members to join and (2) engage current members on a regular basis as refresher classes. Many members do not currently work actively in graphology, so the classes were well-received by new and existing members alike. Due to the COVID event, the 2020 convention format was changed from the planned on-site location in Atlanta to a Zoom online conference to be held July 24<sup>th</sup>-July 25<sup>th</sup>, 2020.

### **Vice- President - Annual Report, 2020 / David Grayson**

I would like to thank all of our regional Vice-presidents who help through the year in communicating with their area members and local chapters. I appreciate the time and effort they put into helping our AAHA organization.

I would like to talk about our monthly Zoom meetings. We meet on the first Saturday of each month (excluding the summer) at 10:00 am Pacific Time, 11:00 Mountain Time, 12:00 Central Time, and 1:00 Eastern time and the meetings last just one-hour. At most of the meetings we share and discuss samples of handwritings that members send to us and have asked us to post and analyze together. Analyzing the samples is profitable for all involved. Several times a year we will have a member present a topic to us. If you have attended a Zoom meeting, you know just how valuable they are, and if you have not yet been able to attend, please try us out on a Saturday in the fall. You need to load the Zoom program onto your computer (Windows or Macintosh) and install. You can find the zoom download at Zoom.us and the download is almost seamless. If you do have difficulty or not sure how to do it, just contact me, and I will be happy to guide you through the process. If any member would like to present a program, please let me know, we would be happy to have you.

### **Secretary Annual Report, 2020 / Abby Edler**

I am reporting on my accomplishments for the period Sept.1, 2018 to Aug.31, 2020. I have been taking notes for the monthly Executive Committee online zoom meetings. I continue to keep important AAHA correspondence. I also submitted our annual Not for Profit report to the state of Illinois. I send condolence and get-well cards to our members. I took notes at our Special online Board of Directors meeting on March 18, 2020. It was decided that the library was going to be moved to a storage unit in Troy, Michigan.

### **Treasurer Annual Report, 2020 / Jane O'Brien**

This 2019/2020 annual report is as different from my previous 13 years I have reported on our finances as our world stands today with all that we are experiencing.

In January 2020, I received a series of emails appearing to be from AAHA President (Cindy) directing me to issue a check for expenses related to the upcoming convention planned for in Atlanta. An AAHA check in the amount of \$3,150.00 was issued and mailed to an individual in Chester, Illinois. In actuality, the emails were not from Cindy. The emails turned out to be a fraudulent request for funds. The fraud was discovered later in the month when the real Cindy and I were exchanging emails and found out that there had not been a check request by Cindy. Since then, I have worked with the Lacey, WA police department, who sent the report to The Chester Police Department. After working for a length of time, the case was then sent to

## AAHA – American Association of Handwriting Analysts Annual Reports 2018 - 2020

### **Treasurer Annual Report, 2020 / Jane O'Brien - continued**

Perryville, MO Police since that is where the check was cashed and now the MO Police Dept says it should be in the jurisdiction of the state of IL. I have been directed to the IL State Attorney who will ultimately decide the case. I am still waiting to hear back from Jeremy Walker, the IL State Attorney.

We discussed and changed procedures in that any disbursement of funds must be discussed by telephone and not just via email.

Other than the fraud, my report for AAHA's finances finds us in good position with today's balances of \$30,000 CD, \$23,059 Money Market, \$6,886.43 BOT Money Market and \$1,422.51 in our new checking account.

We are busy now with many activities keeping us alive and well on many Zoom activities - classes and our upcoming convention. My gratitude is for the many volunteer hours that so many members offer to keep AAHA the vibrant organization that it is.

### **Immediate Past President Annual Report, 2020 / Ann Kessler**

The main function of the immediate Past President, non-voting, is to assist the in-office of AAHA President. Because of the experience of my four years presidency and one who is familiar with the many issues that arises in such a position, the immediate Past President acts as an advisor to the President and also to the EC (Executive Committee). Because of personal reasons, I was absent for a while to the monthly EC meetings, via Zoom, but since the brief hiatus, have attended everyone.

### **Region I – VP - Canada Annual Report, 2020 / Edda Manley**

No report.

### **Region II – VP – USA Northeast Annual Report, 2020 / Eileen Page**

No members have emailed me with any questions and/or concerns. They have been invited to become a member of our New England Chapter and/or attend our regularly scheduled meetings (9:00- 3:30) which are listed below:

1. September 21, 2019 – Elizabeth Almeida – “From Starr to Barr and In Between”
2. November 16, 2019 – Dr. Cynthia Crosson – “Were you Saying Good-bye?”
3. March 21, 2020 - Dr. Donna Whipple – meeting –cancelled – Covid -19  
2 hr informal session online
4. May 9, 2018 – Dr. Donna Whipple – meeting –cancelled – Covid -19  
2 hr informal session online

The cost of the meeting is \$20.00 and that includes lunch. Attendance at our meetings has been between 10- 12 consisting of students and veterans trained in various schools of thought for handwriting analysis. In addition to our more formal meetings, we also have study groups that meet at Rita Meunier's house the 1st Saturday of almost every month. We usually have 4 - 5 attend those sessions during which time we discuss handwriting samples from various sources.

## AAHA – American Association of Handwriting Analysts Annual Reports 2018 - 2020

### **Region III – VP – USA Southeast Annual Report, 2020 / Josh Batchelder**

Last year as Convention Committee co-chair, I went to the Atlanta airport area to check for a suitable convention site for our planned July 2020 AAHA conference. Following my report, the new Marriott property was selected as the conference site. The property was under construction at that time. After site was selected, I proceeded to deal with the sales manager about arrangements. When the property opened in February 2020, I visited the site, met the Marriott sales manager and viewed the meeting rooms and amenities. I took pictures of the meeting rooms, lobby and the surrounding convention center. I drove around the area to assess restaurant options and learned about the hotel shuttle to the airport.

Sadly, the virus changed our plans. Next year I hope we can return to Atlanta for the conference. I will be making a special effort to contact present and past Southeast Region association members to alert them to the Zoom Conference on July 24 and 25, 2020.

### **Region IV – VP – USA Midwest Annual Report, 2020 / David Grayson**

No report.

### **Region V – VP – USA Southwest Annual Report, 2020 / Linda Cropp**

No report.

### **Region VI – VP – USA West Annual Report, 2020 / Open**

No report.

### **Region -VIII VP – South Africa Annual Report, 2020 / Alpha Greeff**

We are a small group of Graphologists who meet monthly on a Saturday morning. We have been meeting regularly since 2008. Our group does not represent the South African membership of the AAHA.

We take turns presenting a script which is then analyzed at the following meeting and the person who submitted the script, gives feedback. I was happy to see that our format is very similar to that of the Zoom meetings I have joined.

Although we managed to meet quite regularly for the latter half of 2018 and most of 2019, we have only managed to meet twice in 2020 due to the Covid-19 outbreak. In SA we have officially been in lockdown since 27 March, which has left us unable to meet for our monthly Graphology Workshop.

We are hoping to resume our meetings in the future when it is permissible again without risking the health of anyone. The driving force behind our workshops is still, as it has been since 2008, Mrs Lauren Mumford to whom we owe a huge debt of gratitude for her time and knowledge shared so generously.

### **Region -IX - VP – International Annual Report, 2020 / Jo Coppola**

I have had no new international members report during this time period. Nor have I had any members forward potential international members interested in joining AAHA.

## AAHA – American Association of Handwriting Analysts Annual Reports 2018 - 2020

### **Board of Trustees Annual Report, 2020 / David Littman**

On January 4, 2020, former BOT member Ed Jackson passed away. As noted in the obituary notice in AAHA Dialogue (Apr-May-Jun 2020, page 4), he will be missed for his friendship and many contributions to graphology and our discussions at conventions. BOT currently has approximately \$40,000 in our two accounts: CD and Money Market. Each year, BOT transfers funds to support the general AAHA financial base, in part to subsidize bi-annual expenses associated with conventions. This year's election of three BOT positions for another nine-year term [2020-2029] will occur in the fall. Current incumbents for this year's election are Linda Erpelding and David Littmann. Missing is Karen Whittemore, who passed away in September 2019. AAHA life members are welcome to place their names in nomination.

### **Accreditation Committee Annual Report, 2019 / Marilyn Keeton**

I have now been doing this job for sixteen years, since October of 2004. It has been a challenge at times, my committee has dealt with a few issues but, as always, we've come through with flying colors. It is a pleasure to serve as your Accreditation Chair. I have the whole process down to a science. Within 24 hours of getting the information from the treasurer: I send the test electronically and then the person has 3 months to complete the test and mail it back to me. My graders get it and they have 30 days to grade the test. When all is complete, I mail the results back to the person and wha-la. We usually have a new Associate member or a Certified Graphologist. That is, if everything runs smoothly. The process might take 4 1/2 months. This year 2018/2019 I have sent out 5 exams. That being broken down to 4 Associate tests passed and 1 is incomplete. The graders are being very responsive, giving constructive comments, and prompt with the return of the graded exams. We have established a system where the graders are fast, efficient and on time. I want to extend heart felt gratitude and fondness for everyone who makes up AAHA's excellent pool of graders. I would not have been able to survive a week in this job without them. They are bright, professional and highly dedicated volunteers that never get any recognition, because you don't know who they are. But I do! Thank you, my dear graders. The most fulfilling part of being the Accreditation Chair over the past 16 years is that I've met some great people from around the world: Besides Africa there is Israel, Australia and India, and several other countries. I've met some life-long friends within the organization. I am happy to be a part of it.

Our new Associate members.

Dafna Schlein / from Israel  
Yechiel Varzberger / from Israel  
Daniel Kushnir / from Israel  
Ilana Sultan / from Israel  
Dikla Golasa - July 2020

### **Bylaws & Rules Committee Annual Report, 2020 / Ann Kessler**

It is the duty of the Bylaw Chair at all meetings and any functions, such as Conventions is even years, to see that all parliamentary procedures are executed according to Roberts Rules of Order; the AAHA Bylaws, and the rules of our not-for-profit organizations are observed.

It is also the responsibility of the Chair to see that all Requests for Bylaw Changes are submitted properly (and in even years) and the votes counted only at the General meeting at the AAHA Convention (Article XII). Nearing the end of this year's fiscal year has been a little more challenging than usual. First of all, we had 12 Amendments that had to be addressed for change and the system for communicating with membership also was altered to almost total email and viral contact.

**AAHA – American Association of Handwriting Analysts**  
Annual Reports 2018 - 2020

**Education Committee Annual Report, 2020 / Sheryl Alexander**

Not much information to report from Education Chair area. However, would like to thank Val for her hard work on Zoom and conducting workshops on handwriting analysis. Would also like to give a special thanks for all those individuals who offered help whenever it was needed to keep AAHA going. Have a great virtual conference later on this month.

**Ethics Committee Annual Report, 2020 / Open**

No report.

**Finance Committee Annual Report, 2020 / Open**

No report.

**Historian Committee Annual Report, 2020 / David Littman**

On Monday, March 23, 2020, the bulk of AAHA’s library, including historical documents gathered in the Board of Trustees collection, along with various pieces of audio-visual equipment and books intended for sales at AAHA conventions, were moved from Karen Whittemore’s (deceased Sept. 2019) home in Livonia Michigan to Self-Storage at 2477 W. Maple Road, Troy MI 48084. The move itself cost \$535.00. Annual storage rent, beginning May, is \$142.00 per month. It is very noteworthy that AAHA now has increased its ability to access graphological information of immense historical and instructional value. By placing on AAHA’s video website the basic instruction courses in handwriting analysis [those of Liz Mill’s beginner, intermediate, and advanced pre-certification exam preparation series], students and AAHA member practitioners have both learning and refresher references. They also can easily access our AAHA history through Dialogue & early Newsletter articles. Members thereby have at hand the evolution of the entire field of today’s modern science of graphology. We have the splendid leadership of AAHA president Cindy Cheaves and the remarkable technological savvy and on-going dedication of Val Weil to thank for these outstanding, durable contributions to American graphology. Their energy and commitment to our past, present, and future are what legacies are all about.

**Librarian Annual Report, 2020 / Open**

See Historian report.

**Membership Committee Annual Report, 2020 / Cindy Cheaves**

Membership count as of 6/30/20:

	USA	International	Total
Affiliate	23	5	28
Affiliate - New	10	2	12
Associate	4	2	6
Certified	14	5	19
Life – Affiliate	4	2	6
Life – Associate	8	2	10
Life – Certified	20	1	21
Total	83	19	102

For the billing period 9/1/19-8/31/20 – 15 were recorded as being non-renewals. Letters with a “we miss you” message and four reasons to be an AAHA member were sent July 15, 2020 to encourage members to renew for the coming billing period starting September 1, 2020.

## AAHA – American Association of Handwriting Analysts Annual Reports 2018 - 2020

### **Newsletter Annual Report, 2020 / Val Weil**

The AAHA Newsletter continues to provide a visual history of events, achievements, and lessons for our graphology readers. Val is always asking for help with article submissions, and we should be asking all of our chairs to provide continual make announcements and updates of what is going on with those AAHA Departments.

This last newsletter (Spring 2020) was late in going out due to changes in the conference, exactitude of wording on the ballots for Bylaw changes, and getting the list of eligible members to vote. Subsequent newsletters should be on time for the first week of July, and October of this year.

We have the bulk of our members now getting the newsletter in digital format. There are only 7 members that require physical copies sent to them due to lack of email addresses.

### **Public Relations Committee Annual Report, 2020 / Open**

No report

### **Research Committee Annual Report, 2020 / Sarah Holmes Tucker**

While our field continues to encourage methodologically solid scientific research to help support the validity and reliability of our work as graphologists, this year, to date, there have been no inquiries to the AAHA research committee. The most inquiries we have had since I joined the research committee was in 2014. These came from Saudi Arabia, India and Australia. Students, professionals and colleagues who contact us will be directed to PsychINFO, PubMed and Web of Science. These are all comprehensive search engines that cover a wide range of journals in the medical and psychological fields.

### **Website Committee Annual Report, 2020 / Val Weil**

In 2019-2020 the AAHA Website has been fully operational. We have added our Monthly Study Group Videos, our Weekly Educational Videos of the Liz Mills Classes presented by Cindy, and we have established payment centers for both Membership and the AAHA Convention.

We even have one "Monograph" available for download now in our Member's Only section...with the promise of more to come.

We have been updating the website weekly. to try to add new materials and meet the needs of our memberships. Now that the website is pretty much established, Val has asked to train someone to be a website back-up. This call for assistance should go out all members for a volunteer.

Val has also made a plea for help locating many of our missing newsletters, while calling attention to the ones available on our website. Keeping these safe on our website makes them accessible to all members. Val will be working on creating a spreadsheet index that will be searchable by author, topic, key words and issue date.

It is 2020, so our two-year lease on web host and on domain name becomes renewable.