

Berenice Hoffman

Agency

215 West 75th Street
New York, NY 10023
Telephone (212) 580-0951

October 25, 1985

Mr. Jeff Schmidt
160 East 91st Street - #8P
New York, NY 10028

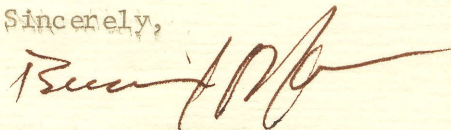
Dear Mr. Schmidt:

We have now had an opportunity to have several readings of your manuscript, INTELLECTUAL PROPERTY, and I very much regret to say that while we found the section you sent us stimulating and interesting, we just don't feel that it would have the sufficient market in trade books. Give that reservation, we do not feel that we can serve you as well as you deserve. Of course another agent may feel differently, and I want to wish you the best of luck with it.

I wish this weren't so, because you write well. If you haven't found another agent, I would be glad to look at anything else you've written.

Could you please let me know whether you would like to pick up the manuscript. I will hold it here until I hear from you.

Sincerely,



Berenice Hoffman

BH/jn

CHARLOTTE SHEEDY
LITERARY AGENCY, INC.

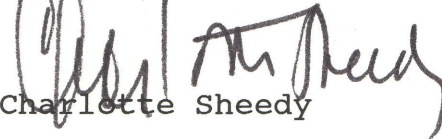
August 7, 1989

Mr. Jeff Schmidt
160 E. 91st Street, #8P
New York, New York 10128

Dear Jeff Schmidt,

I am indeed sorry it's taken so long for me to get back to you. I'm sorry to say that I don't think your manuscript works for me, and I wonder if it's really quite ready to be shown. I suggest you incorporate all those editorial changes you've written about in your letter. I think the condition it's now in works against it.

Cordially,


Charlotte Sheedy

~ July 1990

Lucy Kroll Agency

CABLE ADDRESS
LUCYKROLL NEW YORK

390 WEST END AVENUE
NEW YORK, N.Y. 10024-6107
TELEPHONE TRAFALGAR 7-0827
TRAFALGAR 7-0556-7
FAX (212) 769-2832

Dear Writer:

We are not interested in representing your work.

We wish you the best of luck.

Cordially,

THE LUCY KROLL AGENCY

Dear Mr. Schmidt -

The vastness of your conclusions
that encompass all professionals
stagger me. Can't really grasp
such generalizations. Sorry. Good
luck elsewhere. Nancy Love

Ms. Nancy Love
Nancy Love Literary Agency
250 East 65th Street
New York, NY 10021

1 July 1990

Jeff Schmidt
160 East 91st Street #8P
New York, NY 10128
212-534-3013

PHONE: (212) 687-1122

anita Diamant
Literary Agent
310 MADISON AVENUE, NEW YORK, N. Y. 10017

July 2, 1990

Dear Writer:

Thank you for your recent query, and for your interest in our agency.

We appreciate the opportunity to consider your material. Unfortunately we do not think that we can provide the enthusiasm or vision necessary to place this particular project. The process of selecting manuscripts for representation is admittedly subjective, and other agents might easily see the possibilities here that we have missed.

We wish you luck in finding an agent whose abilities and interests are more in line with the requirements of your work, and thank you for thinking of the Anita Diamant Literary Agency.

Sincerely,

The Anita Diamant Literary Agency
Writers' Workshop, Inc.

P.S. -- Please forgive this form response; the volume of inquiries to us is so great that this is the only way in which we can give prompt replies to all who write to us.

NEW ENGLAND PUBLISHING ASSOCIATES, INC.

*P.O. BOX 5 • CHESTER, CONNECTICUT 06412
CONNECTICUT (203) 345-4976 • NEW YORK (718) 788-6641
TELEX: 6503466689 • MCI MAILBOX NEPA*

July 3, 1990

Mr. Jeff Schmidt
160 East 91st Street #8P
New York, NY 10128

Dear Mr. Schmidt:

Thank you very much for letting me read your manuscript. It should make a good book one day.

I wish I could write that I felt I could place it successfully for you, but I doubt that I can. The market place is a very competitive one, and I simply don't know enough editors who would think there was a big enough market for the title to permit me to take it on.

Meanwhile, let me wish you all the best of luck in eventually finding a good publisher for your book.

Sincerely,



E. Frost Knappman

Elizabeth Frost Knappman, President

NEW YORK
BEVERLY HILLS
NASHVILLE
LONDON
ROME
SYDNEY
MUNICH

WILLIAM MORRIS AGENCY, INC.
1350 AVENUE OF THE AMERICAS • NEW YORK, N. Y. 10019 • (212) 586-5100

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VICE PRESIDENT
(212) 903-1147
FAX: (212) 262-7747

Cable Address:
"WILLMORRIS"
TELEX 620165
FAX (212) 246-3583

July 3, 1990

Mr. Jeff Schmidt
160 East 91st Street #8P
New York, New York 10128

Dear Mr. Schmidt:

Thank you for your letter of inquiry and material which we are returning herewith, unread.

Unfortunately, we must request that you do not send any material to the William Morris Agency because over the years we have developed a policy of not reading or considering unsolicited material. We regretfully have come to this conclusion because we have been the target of legal claims in several situation where we have read the material offered to us.

We regret that we are unable to be of assistance to you, but we wish you success with your material.

Sincerely,

WILLIAM MORRIS AGENCY, INC.

Melanie Jackson Agency
1500 Broadway, Suite 2805
New York, N. Y. 10036
(212) 221-2400

DUPLICATE

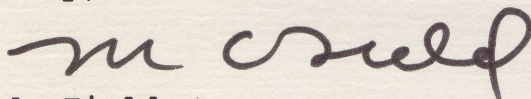
July 9 1990

Dear Jeff Schmidt:

Thank you for your query. I'm sorry to say, however,
that we're not at present taking on any new clients.

I wish you the best of luck in placing your work.

Sincerely,

A handwritten signature in dark ink, appearing to read "m field", written in a cursive style.

Miranda Field

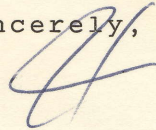
JOHN L HOCHMANN BOOKS 320 EAST 58th ST NEW YORK CITY 10022

July 17, 1990

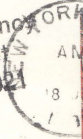
Dear Dr. Schmidt,

Thanks for sending your partial manuscript. I've read it, and I am not confident of our ability to secure a publishing contract. We have tried many times and at different times of the day to reach you at the number you supplied (534-3013), but there has been no reply. Since you did not provide postage to return this unsolicited submission we are discarding it.

Sincerely,

A handwritten signature in blue ink, appearing to be a stylized 'J' or 'H' followed by a flourish.

Wallace Literary Agency
1377 East 70th Street
New York, N. Y. 10021



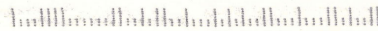
Blair House

USA 15

Mr. Jeff Schmidt
160 East 91st Street Apt. 8P
New York, N.Y., 10128

The President's
Guest House,
Washington, DC

© USPS 1987



7/17/90

Dear Mr. Schmidt,

Thank you for your letter of July 1.
However I don't think I would be the proper
agent for you. I think you might approach
a publisher that specializes in management
related subjects directly.

Sincerely,

Thomas C. Wallace

Thomas C. Wallace

F. JOSEPH SPIELER

410 WEST 24TH STREET NEW YORK NY 10011

LITERARY AGENT

17 July 1990

Jeff Schmidt
160 East 91st Street #8P
New York, NY 10128

Dear Jeff Schmidt:

Thank you for sending me your proposal for consideration. I'm afraid it is not for me, though I did appreciate having the opportunity to read it. Your points seem very broad and general (and open to question quite often, I felt), and yet the fuel for your argument seems a suspiciously personal bias. It didn't work for me, but I wish you luck elsewhere.

Best wishes,


Lisa M. Ross

enc.

Julian Bach Literary Agency, Inc.

747 THIRD AVENUE, NEW YORK, N.Y. 10017 • 212-753-2605 • CABLE: TURTLES NEWYORK • TELEX: 668359
FAX: 212-688-8297

July 24, 1990

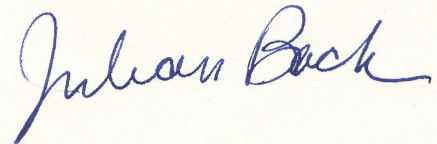
Mr. Jeff Schmidt
160 East 91st Street, #8P
New York, New York 10128

Dear Mr. Schmidt,

Thank you for approaching the agency. Unfortunately, I am unable to take on new clients at this time.

Perhaps another agent will respond differently and I wish you good luck with DISCIPLINED MINDS elsewhere.

Regards,

A handwritten signature in blue ink that reads "Julian Bach". The signature is fluid and cursive, with the first name "Julian" and last name "Bach" clearly legible.

Julian Bach

JB/td

JONATHAN MATSON
ELIZABETH MCKEE
JOAN FULTON
BEN CAMARDI
MARK WELLS
JACQUELINE EVERSLEY

HAROLD MATSON (1898-1988)

HAROLD MATSON COMPANY, INC.
ASSOCIATE: MCINTOSH, MCKEE & DODDS, INC.
216 FIFTH AVENUE
NEW YORK, N. Y. 10001

679-4490

CABLE: HALMATSON
FAX: 545-1224

July 25 1990

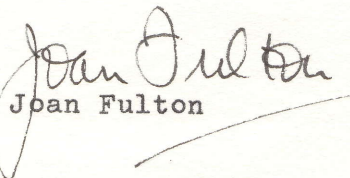
Jeff Schmidt
160 East 91st St. #8P
New York 10128

Dear Jeff Schmidt:

With apologies for the delay in
responding, we do have to decline
representation of your Disciplined Minds.

It was thoughtful of you to approach
us; unfortunately, our work load is
somewhat full at this time.

With good wishes,
Yours,


Joan Fulton

LONDON: ABNER STEIN
10 ROLAND GARDENS, LONDON SW7 3PH
EUROPE OFFICE: INTERCONTINENTAL LITERARY AGENCY
6 BUCKINGHAM STREET, LONDON WC26BU

**The Robert Lantz - Joy Harris
Literary Agency**
A Division of The Lantz Office
888 Seventh Avenue
New York, New York 10106
212-586-0200
Cable: Lantzoff
Telex: 710-581-3925
Telefax: 212-262-6659

July 31, 1990

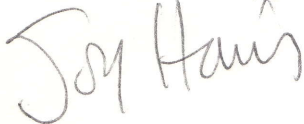
Mr. Jeff Schmidt
160 East 91st Street #8P
New York, NY 10128

Dear Mr. Schmidt:

Thank you for sending me your proposal for DISCIPLINED MINDS. I have now read the proposal and find the subject to be fascinating. I believe you have a very interesting project. However, I am just not enthusiastic enough to offer representation and I have to have 100% enthusiasm to give a book the backing it deserves. I'm returning your material (including the revised portion) and wish you the very best in finding both an agent and a publisher who has that enthusiasm.

With kindest regards-

Yours sincerely,



Joy Harris

JH:tsn

GINA MACCOBY LITERARY AGENCY

1123 BROADWAY, #1010
NEW YORK, NEW YORK 10010

TELEPHONE
(212) 627-9210

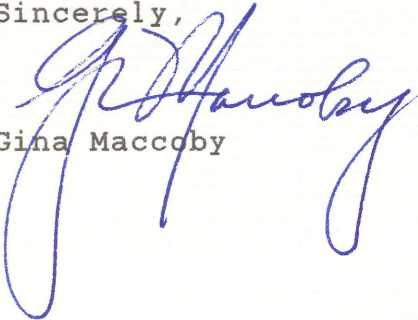
31 July 1990

Jeff Schmidt
160 East 91st Street #8P
New York, NY 10128

Dear Mr. Schmidt:

Thank you for sending me your proposal for DISCIPLINED MINDS. There is good material in it but I regret, I was not as enthusiastic about the work as I should be to offer to represent you. I'm returning the proposal to you under separate cover. Please accept my best wishes for your success in placing it elsewhere.

Sincerely,



Gina MacCoby

ROBERTA PRYOR
LITERARY AGENT



August 1, 1990

Mr. Jeff Schmidt
160 E 91st St #8P
New York, NY 10128

Dear Mr. Schmidt:

Thank you for your letter of July 1st regarding your book DISCIPLINED MINDS.

I am sorry that I cannot ask for more of the manuscript. Our reading pile is very high and I could not say when we will be available to take on new work like yours.

Good luck with this. Thank you for thinking of me.

Sincerely,

Roberta Pryor

RP:dk

Elaine Markson Literary Agency, Inc.

10 September 1990

Jeff Schmidt
160 East 91st Street, #8P
New York, New York 10128

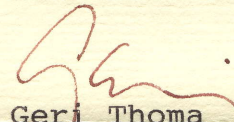
Dear Jeff Schmidt:

Thanks for letting me read DISCIPLINED MINDS. It is an interesting thesis, and I wish I could report that I was won over by the manuscript. But in a way that I can't even quite put my finger on, I wasn't convinced by what's here.

I don't know if the case could have been made more vividly with more interviews. Likelier, I am just the wrong reader for the manuscript as it is, but I was left with the impression of a thesis that hasn't moved sufficiently out of personal pique into a lively discussion of the subject. It may be that it is hard to write this kind of across-the-fields study. I know that Russell Jacoby's THE LAST INTELLECTUALS was a similar sort of look at this subject in arts and letters, and I found myself more engaged in reading that book.

I'm sorry to disappoint you--could be that I'm just more familiar with Jacoby's world and that someone with more of a background in the sciences will get where this needs to go for you.

With best wishes,



Geri Thoma

P.S. I assume that you need this manuscript back; could you send along sufficient postage? My bookkeeper is a strict constructionist on this subject, and swears that the postage back on manuscripts is bankrupting us.

JANE ROTROSEN AGENCY

318 EAST 51st STREET
NEW YORK, NEW YORK 10022
Telephone: (212) 593-4330
Cable: REDROSES, New York
Fax: (212) 935-6985

October 12, 1990

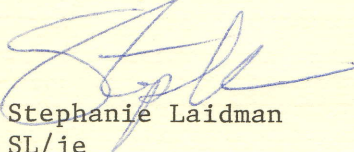
Jeff Schmidt
160 East 91st Street #8P
New York, NY 10128

Dear Mr. Schmidt,

Thank you for giving me the opportunity to consider DISCIPLINED MINDS which I've now had the chance to read. With regret, I'm sorry to report that this particular project is not for me.

This is only one opinion, however. Publishing is a subjective business and another reader may see possibilities that I've overlooked. I offer you my best wishes for the success of DISCIPLINED MINDS in other hands.

Sincerely,

A handwritten signature in blue ink, appearing to read 'SL', is written over the typed name Stephanie Laidman.

Stephanie Laidman
SL/je
enc.

Laurens R. Schwartz
Attorney and Literary, Film, and Art Representative
5 East 22nd Street Suite 15D New York, New York 10010-5315

Tel.: (212) 228 - 2614

November 30, 1991

FAX: (212) 228 - 2614

Jeff Schmidt
160 East 91 St. #8P
New York, NY 10128

Dear Mr. Schmidt:

It seems to me that you have a book here, but right now it is unfocused. In the first part, you wave your hand across the entire spectrum of professionals, making some rather marked statements that are outside of your field. Then you hone in on the educational process itself, using your knowledge of the process in physics as your reference point.

I think you should work from your background in physics throughout the book, using those reflections to broaden the book to include other professions and educational processes. You might look at some of Stephen Jay Gould's books for style.

Sincerely,

A handwritten signature in dark ink, appearing to be 'L. Schwartz', with a long horizontal flourish extending to the right.

Laurens R. Schwartz

Lescher & Lescher, Ltd.

AUTHORS REPRESENTATIVES
67 Irving Place
NEW YORK, NEW YORK 10003
529 - 1790 Cable Micawber

December 6th, 1991

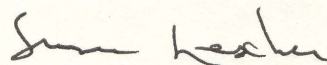
Dear Mr. Schmidt:

I've now had a chance to read the Introduction, and two sample chapters from your work, entitled DISCIPLINED MINDS, and, I'm sorry to say, I won't be able to offer the help you want. I just wasn't able to muster the degree of enthusiasm you have a right to expect. And certainly you deserve an agent with confidence in what you have done.

As I'm sure you know, opinions vary enormously in the publishing field, and another agent, or an editor, may well feel differently. Certainly I hope so. Thanks very much for giving us the chance.

I'm returning the material herewith.

Sincerely,



Mr. Jeff Schmidt
160 East 91st Street #8P
New York, NY 10128

SL:cl
Encl.

Susan Lescher

FAX: 212 - 529 - 2716



Curtis Brown Ltd.

Ten Astor Place, New York, N.Y. 10003

(212) 473-5400

Laura J. Blake

Jeff Schmidt
160 East 91st Str. #8P
N.Y., N.Y.

December 20, 1991

Dear Mr. Schmidt:

Thank you for your recent letter. I'm afraid I won't be asking to see your work since at the moment I'm taking on very few new projects, and this just doesn't seem like it's for me.

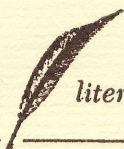
Opinions vary widely in this business, and perhaps someone else will respond more favorably. I wish you the best with it and thanks for thinking of me with this.

Sincerely,

Laura J. Blake

/ljb

FRANCES GOLDIN

 literary agent

305 EAST ELEVENTH STREET • NEW YORK, N.Y. 10003 • (212) 777-0047

FAX (212) 228-1660

May 3, 1990

Jeff Schmidt
160 East 91 Street #8P
New York, New York 10128

Dear Jeff Schmidt:

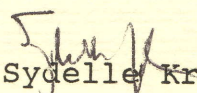
Thanks for giving us an opportunity to consider DISCIPLINED MINDS. However, I'm afraid it's not something we're going to be able to work with you on. While I think your central thesis is quite important, I can't see a mainstream publisher getting interested in it in its current form.

It seems to me that your book is one that will mostly appeal, and appropriately, to professionals - discontented ones. They're going to want to read an analysis of the situation they're currently in - namely, their job situation, what it compels them to do and think. I feel it's a mistake to focus on how professionals qualify to the exclusion of how they perform, and further, to examine in detail only one profession, rather than a few. If length was a factor in defining these limitations, judging from your introduction you could cut repetition and excessive detail from the current text and have room to expand.

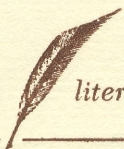
As the book stands now, I think it's university press material, and for that, you don't really require an agent. You could query Rutgers or Temple, for a start - those are two scholarly houses with a left-wing bias. If you want to try more centrist houses, you could also query The Free Press and Basic Books.

Best of luck in getting your work published.

Sincerely,


Sydelle Kramer

FRANCES GOLDIN

 literary agent

305 EAST ELEVENTH STREET • NEW YORK, N.Y. 10003 • (212) 777-0047
FAX (212) 228-1660

December 4, 1991

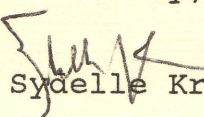
Jeff Schmidt
160 East 91 Street, 8F
New York, New York 10128

Dear Jeff Schmidt:

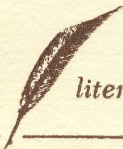
Thanks for your letter of November 19. Yes, I do remember the material, and would be happy to look at an excerpt from the book again. I understand your concern about the arguments being intertwined, but I need to get some sense of your revisions and whether they have indeed pushed the book more firmly into the trade market before committing myself to reading an entire manuscript.

Why don't you send me the introduction, the Table of Contents, and a sample chapter (along with a self-addressed stamped envelope), and I'll let you know what I think.

Sincerely,


Sydelle Kramer

FRANCES GOLDIN

 literary agent

305 EAST ELEVENTH STREET • NEW YORK, N.Y. 10003 • (212) 777-0047

FAX (212) 228-1660

January 9, 1992

Jeff Schmidt
160 East 91 Street, 8P
New York, New York 10128

Dear Jeff:

I've had a chance now to read through your introduction and sample chapter, and I must say they've left me with an ambivalent feeling. On the one hand, I feel that you're making a powerful and important political argument, particularly in regard to our educational system. On the other hand, though, the material strikes me, to be frank, as repetitive and a bit ponderous.

Of course, this is easy to fix. I believe you should cut the introduction in half - there's no need to keep making the same points again on different pages. I would also suggest that you rearrange the introduction: in fact, the way it's currently organized may be in part responsible for the repetition. Why not begin by stating immediately the themes of the book, as you do so well in the last few pages, then segue into the definition of professionalism, which is pivotal, then fill in your arguments about conservatism? You're going to have to say why you think professionalism is the key element in workplace conservatism, as opposed, for example, to class or pure income. I assume this is so because of the way we're trained to think when we're students - but you never state it clearly or definitely in the opening pages.

Also, your point about the Vietnam war can be made in a page. That's true too of the chapter's three-card monte metaphor. I wouldn't define ideology in a box - it looks too much like a textbook.

As for the chapter, aside from repetition, my primary criticism has to do with the lack of examples. You may have included all necessary examples in Chapter 7 - but in that case, I would again question your organization. Do you need so many chapters? Are you dividing up your themes too finely? Why not start the book with the educational chapters - that's what happens first; why are they in the middle?

By lack of examples, I mean both anecdotal evidence and quotes or samples from actual tests. I'm sure you know that you can't merely assert an analysis but must have some way of demonstrating it. It would also help to cite instances of bias that either you personally experienced or were related to you by friends and

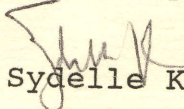
colleagues.

Of course, given that you've received positive feedback from some readers, you may not be prepared to do any revision without a publishing contract. I can certainly understand this. However, I believe in its current form, DISCIPLINED MINDS would be difficult to sell, and we would not be prepared to take it on here.

If you were, though, to do some revising and rethinking, I'd like to look at the material again. What I would want to see this go-round is the Table of Contents, the introduction, the material covered in the current Chapter 7, and Chapter 10 - all, presumably, reshaped.

Do consider all this and let me know how you feel. If you decide to go on and try another agent, I wish you the best of luck with this worthwhile project.

Sincerely,


Sydelle Kramer

ELLEN LEVINE LITERARY AGENCY, INC.
SUITE 1801, 15 EAST 26th STREET, NEW YORK, N. Y. 10010
(212) 889-0620
Fax: (212) 725-4501

January 22, 1992

Jeff Schmidt
160 East 91st St #8P
New York, NY 10128

Dear Mr. Schmidt:

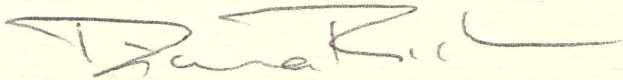
Thank you for the opportunity to review your manuscript.

Unfortunately, I am not the right agent for the project because I was not enthusiastic enough about the content to think that I could place it for you successfully.

Of course, another agent might well feel differently, and I hope that you have a different decision from the other reader.

I wish you the best of luck with your book.

Sincerely,



Diana Finch

DF:rm

P.S. Our policy is to request an SASE (with 1st Class or Priority Mail postage) for the return of submitted material. Your material will be held here for several weeks pending receipt of an SASE.