

John and all members of Out Dancing Ballroom,

(I am writing this letter to the entire group because John's email was addressed to the entire group.)

I, and I am sure the members of the group, are appreciative of the low cost facilities the church has provided for our Friday rehearsals. Your connection has been important.

I believe the relationship between ODB and you to be mutually beneficial. We got low cost facilities and your students were inspired to dance by seeing the tail end of our rehearsal. Sometimes ODB members stayed for your function. Initially, ODB members paid full rate to stay for your dances and lessons. Then you offered a reduced rate for us to stay. And, on occasion, you allowed us to stay for free. This was a business decision by you. I believe you did this for two reasons, (1) as an act of generosity and (2) so more people would be at the dance making it more fun for your students. Also, your students benefited from dancing with more skilled and trained dancers.

John, your email concerns me. It implies a drastic change between ODB and your private enterprise. I read the letter to mean that you expect ODB members to stay for your private event to assist your dancers. You do not say this explicitly, but the structure of your reasoning is an attempt to use guilt as a passive-aggressive technique. Further, you are assuming control of ODB. As you say, "You are all my dance ambassadors!" No, we are not YOUR dance ambassadors. ODB is a private group unrelated to your private business.

I want to be clear about the relationship between ODB and your business.

1. I would like for us to continue having access to the church facility at the current rate and schedule. Your students will still be inspired by seeing us when they come in.
2. If you ask us to perform, we will consider the request. It is important that if you want us to perform at a particular time, that it happens at the specified time, not 45 minutes later like it did last Friday. That was poor planning on your part and a needless imposition.
3. If you offer discounts to members of ODB to attend your events, that is their individual decision to accept. If you have expectations

that the discount is in exchange for dancing with your students or to stay a certain length of time you need be explicit about this. Conditions attached to discounts cannot be left to an assumption on your part.

ODB will not be coerced into becoming an extension of your private business.

I hope this clears up the confusion and I look forward to your continued participation in the group and a mutually beneficial relationship between ODB and your private business.

Sincerely,

Chuck Stewart
Director