



Hello Home School Parents:

I would like to introduce myself, my name is Larry N. Souders and my wife Sandy and I are home schooling parents. We have just finished our seventh and final year of home schooling our son Nicholas, who graduated this past June with the Class of 2011. Like you, we too saw the light and realized that the best and only place for our son's education was in an atmosphere where we could include God and our faith in his daily lessons. We are members of the Family Christian Academy in the Tri-Cities area of Northeast Tennessee.

I currently work as a freelance photojournalist, Sandy and I have owned our company, Images & Ivories Studios, in Johnson City for the more than 20 years. For 15 of those years I also worked in the school portrait industry for companies like Olan Mills and Lifetouch. I am currently working with my friend David Sellers to build a new school picture business in Elizabethton, TN. Sandy is a teacher of both voice and piano, and together we do weddings and other events. I also do photographic work for the Kingsport Times-News, Bristol Herald Courier, TriCitiesSports.com, our local contemporary Christian radio station WCQR, the Christian youth ministry First Priority Blue Ridge, our church, Heritage Baptist, and for any other Christian organizations that need pictures. In the last three years I have also done a few assignments for national level companies such as AP and PRNewswire.

Earlier this year, Jason Napier of Family Christian Academy, again chose Images & Ivories Studios for the 6<sup>th</sup> year in a row to provide graduation photographs for this year's seniors. This year we are proud to announce that Jason has also chosen us to provide you with traditional fall "yearbook" portrait just like our friends in public schools have made each year. We are looking forward to capturing this most important moment in your child's school life. We are hoping to fulfill a need for home schooled students and their families that has been lacking.

Photos will be made on the following dates October 25-27, between the hours of 10:00AM and 5:00PM in the FCA headquarters at Berea Baptist Church, 124 East Inskip Dr Knoxville, TN. Appointments can be set up by calling the office (865-689-1313) and speaking to Jason Napier. Our lunch break will be from 1 til 2 PM. Appointments will be set on a first come first served basis at five minute intervals. Families with two or more students will be grouped together.

You will find a price list on the second page of this letter. Photos will be mailed to your home within 3 to 4 weeks after your photo session. There is no sitting fee or shipping charge, and taxes are included in the prices. Payments are due the day portraits are made, and because we understand then costs of home schooling we are offering a 15% discount to family's with more than one student to be photographed. We guarantee your satisfaction by either remaking your child's portrait (retake and makeup dates to be set later), reprinting the order or refunding your money.

Thank you in advance for the opportunity to share in and capture these photographic memories of these most important moments in your children's lives.

Sincerely,

Larry N. Souders  
Images & Ivories Studios

1 Peter 4:10

P.S. If you have any questions about this or any of the other photographic services we offer, feel free to contact me either by phone at 423-534-7350 or Email me at [lsouders@centurylink.net](mailto:lsouders@centurylink.net)

This is our package price list for the fall of 2011

### Photo Packages

<u>A</u>	<u>B</u>	<u>C</u>	<u>D</u>
3 8x10s 4 5x7s 16-Wallets	2 8x10s 4 5x7s 16-Wallets	1 8x10 2 5x7s 8-Wallets	2 5x7 8- Wallets
\$ 65.00	\$55.00	\$ 35.00	\$ 25.00

### Additional Prints

2-5x7s.....	\$15.00
8x10s.....	\$15.00
11x14s.....	\$35.00
1 Set Wallets(8) ....	\$13.00

All photos will be printed on Kodak paper and I do all my own photo finishing. Remember finished photos will be mailed to your homes in 3 to 4 weeks time.

Please make payments by cash or make checks payable to either Images & Ivories Studios or myself Larry N. Souders. Sorry we are not setup to accept credit cards at this time.