



Post Office Box 85414 • San Diego, CA 92186

John B. Engle
Corporate Senior Vice President
Chief Development Officer

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[Redacted]



Dear [Redacted]:

It's been said that doctors have the opportunity to do more good in one day than most people have in a month.

Working at Scripps Health, I have no doubt that it's true. Our physicians are exceptionally gifted clinicians and they deliver state-of-the-art care with a hefty dose of warmth and compassion. It's no wonder our patients often tell me how much they love their doctors.

I'm writing today to tell you about an opportunity to recognize your favorite Scripps physician (or physicians!) in an especially meaningful and impactful way.

Each year on March 30, America celebrates National Doctors Day, which was established by Congress in 1990 to salute physicians for the work they do for patients, communities, and society as a whole. As part of Doctors Day at Scripps, we invite you to honor a physician or physicians who have made an important difference in your life by making a generous gift in their honor.

Your Doctors Day gift, of any amount, to Scripps Health Foundation will highlight the vital role that your honoree or honorees play in your life while also making an impact on healthcare in our community. Please fill out the attached tribute card so we can pass on your message.

Perhaps you want to thank a doctor for helping you maintain your quality of life despite a chronic condition. Or maybe he or she has treated an acute illness or injury, offered a sympathetic ear when you needed one, or just makes you feel good when you see him or her. Whatever the reason for your gift, I guarantee that the doctors you choose to honor will be thrilled to be recognized in a meaningful way.

And just as important, your contribution helps provide immediate resources that are directed to the most urgent needs and opportunities at Scripps. It will help us respond promptly to the areas of greatest need – acquiring the latest medical technology, implementing newly developing best practices or hiring the most renowned physicians and researchers, to name a few.

I can't think of a better way to celebrate the incredible work of your physician(s), while doing a world of good. Please consider making a generous tax-deductible Doctors Day gift today.

Sincerely,

John Engle
Senior Corporate Vice President
Chief Development Officer

P.S. If you make a gift of \$1,000 or more, you will automatically be enrolled in the Scripps President's Council and enjoy such benefits as free parking at all Scripps facilities and invitations to special members-only events. Don't forget to fill out the enclosed tribute message for your physician!

* All tributes will be sent after March 30.