

<date>

Dear [Column D <SALUTATION>],

I look back on my time at the School of General Studies as the turning point in my life—the period that really set me on the path of success in my field. Columbia was the place where, thanks to some of my professors, I woke up and realized I had something to offer...where I began to prevail and put my best effort into my work. It's often said that it only takes one or two teachers to light a spark in a student, and my personal experience at GS was vital in setting alight my lifelong pursuit of archaeology.

I studied anthropology while attending Columbia, spending my summers on archaeological digs and nurturing my interest in the field. As my career progressed, I realized that sites had to be excavated stratigraphically in the reverse order from which they were created, without the use of more arbitrary measures. By developing a system of excavation—known today as the Harris Matrix—I crafted a method that is still used as standard practice at archaeological sites. Published in *Principles of Archaeological Stratigraphy*, it was a culmination of endeavors that began back in my time at GS.



Life is constant learning; we often only over time arrive at the conclusion to give back to the institutions we value in our lives. As the executive director of the National Museum of Bermuda, I have a deep understanding of the meaningful impact that unrestricted gifts have on organizations that rely on fundraising. That is why I give what I can to the GS Annual Fund. I support GS students as my chance to return the favor to the School that provided a nontraditional student like me with a first-class university education.

[If Column E="Non-donor": The GS Annual Fund plays an essential role in providing financial assistance to students navigating unique journeys through higher education. **By supporting the GS Annual Fund, you enable them to walk the same life-changing paths so many of us have in the past. Will you consider making a [If Column G="Leadership": GS Leadership Society] [Column G <LETTER_ASK>] to the GS Annual Fund today?**]

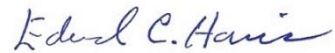
[If Column E="Renewal": The GS Annual Fund plays an essential role in providing financial assistance to students navigating unique journeys through higher education. **Because of your previous support of the GS Annual Fund, you've enabled them to walk the same life-changing paths so many of us have in the past. Will you consider renewing your giving this year with a [If Column G="Leadership": GS Leadership Society] [Column G <LETTER_ASK>] to the GS Annual Fund today?**]

[If Column E="Reunion": The GS Annual Fund plays an essential role in providing financial assistance to students navigating unique journeys through higher education. **By supporting the GS Annual Fund, you enable them to walk the same life-changing paths so many of us have in the past. Will you consider celebrating your milestone Reunion year by making a [If Column G="Leadership": GS Leadership Society] [Column G <LETTER_ASK>] to the GS Annual Fund today?**]

[If Column E="2nd Ask": The GS Annual Fund plays an essential role in providing financial assistance to students navigating unique journeys through higher education. **Thank you for your support of the GS Annual Fund this past year. Donors like you enable current students to walk the same life-changing paths so many of us have in the past. Will you consider furthering your generosity with an additional [Column G <LETTER_ASK>] to the GS Annual Fund today?]**

There is a concept in anthropology that suggests you don't truly own anything until you give it away, and that's why I have provided as much assistance as I can to GS over the years. I ask you to reflect upon your time as a student, too, and if you are in a position to help today's GS students, I hope you will consider doing so. Thank you.

Sincerely,



Edward Harris '71GS

P.S. **[If Column E="Non-donor"/"Renewal"/"2nd Ask":** As we approach of the end of the academic year, consider**][If Column E="Reunion":** Commemorate your Reunion year by**]** making your gift online at giving.columbia.edu/springtimeGS2022.