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Dear Management: Do you have branch/regional/division managers complaining about corporate overhead?  
  
Yes?  
  
Well it's an eternal argument... that will probably NEVER be won.  
  
So, here's an analogy for ya... that just may win the argument for a day or two.  
  
Point out the similarities of Corporate Overhead, to that of paying Federal Taxes.  
  
-(everyone hates to pay them)  
-(you can't always see where the money is going or what it's doing)  
and  
-(you might not always see a direct correlation between what you pay and what you get)  
  
BUT  
  
-(when you need that "reasonable" pricing concession... it's given)  
-(when you need help getting that deal IN or OUT the door... it's given)  
and  
(when you think of all the things that you'd have to deal with if you ran the company, it's already taken care of for you)  
  
Keeping the doors open is an expensive venture, and we try to do our best to allocate the burden as equitable as possible.  
  
But we know in the end... we win your vote with how good a job we do... and to end this analogy...  
  
I hope we won your vote.  
  
(Best if you have an american flag waiving behind you, as you conclude.)