



# The Achiever

News of the 38th National Junior Achievers Conference

Tuesday, August 11, 1981

## 'Live and grow' is speaker's message

Charles Willey, NAJAC's 1981 "change of pace" speaker, served up heaping helpings of positive thinking with religion on the side at Monday night's general session. Dressed in a sharp three-piece suit and white shoes, Willey spoke for forty minutes, touching upon the universal subjects of time, love, laughter, work

and faith, somehow integrating them all.

Willey's oratorical skills are well-established. He preached each Sunday for 17 years in a Moline, Illinois church, learning breathing, articulation and other skills with which he makes a living today. Willey later won the Continuance of the Art of

Public Speaking Award, presented by the National Speakers Association. He now travels the speaking circuit,

imparting his motivational messages to many thousands each year.

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## Conference readies for first presidential debate and caucuses

Validated candidates for NAJAC 1982 President will debate shortly after their campaign speeches are presented to delegates at tonight's general session, according to Neal Unger, elections coordinator.

The new format will allow the candidates to "think on their feet and show the stuff Conference officers should be made of," according to Unger.

The debate will feature a series of questions prepared by the elections committee and the current officers. Each candidate will be allowed to comment for one minute on each of several questions directed to all. In addition, the candidates for Conference president will respond to open questioning Wednesday at 7:30 a.m. at the tennis courts across from McNutt.

Validated candidates for the other Conference offices—vice president, secretary and NAA chairman—will participate in debates on Wednesday, also at the tennis courts. Those debates are scheduled as follows: 1:00 p.m., vice presidential candidates; 4:00 p.m., NAA chairman candidates; 5:00 p.m., Conference secretary candidates. Each debate will last 30 minutes, with the remainder of each session dedicated to open questions to all of the candidates by delegates.

Each of the current Conference officers will serve as the moderator for the debate involving their respective office.

"The entire process should allow delegates to make a more informed decision," Unger concluded.



M. Root

"A good attitude is as contagious as anything you could possibly imagine," says Charles Willey.

## Top product to be chosen

The Product Fair will be held Wednesday afternoon in the Flame Room of McNutt, from 12:00 to

6:00 p.m.

Mariette Weldon, project coordinator for this year's contest, has

worked with the Product Fair for three years. She is enthusiastic about registration for the contest, as over 110 products have been entered.

The Product Fair serves several purposes, according to Weldon: the Fair provides for the exchange of product information between JA areas; to select the entries that will be featured in the product idea book that is published each year; and to select the National Product of the Year.

Each JA area is allowed three entries to the Product Fair. The only requirements for entering the Product Fair are that a JA member register to bring the product, remain with it, demonstrate it and answer questions during the judging. There is no minimum sales requirement for either the individual or the company to enter the Product Fair.

The highlight of the Product Fair is the selection of the Product of the Year. To qualify, the Achiever must have a copy of the company's stockholder report, be knowledgeable about his product, demonstrate the

product and know production methods as well as answer any questions the judges might have.

Five finalists are selected in the contest. After an interview with the judges, these five are ranked in order and the Achievers receive cash prizes and trophies. The names of the finalists and the winner of the Product of the Year will be announced Friday morning at the awards session. The cash prize for the Achiever who represents the product chosen as Product of the Year is \$250. The second place winner receives \$100 and the third, fourth and fifth place winners receive \$50 each. Cash prizes are provided by the Commercial Development Association.

Be sure to visit the Product Fair so that you can see your fellow Achiever's demonstrating their products and the many different products from all over the country. The record company gross sales this year was Community Capers from Southbend, IN with 12,000. They produced a board game.

—J. Harrington



M. Root

A group of Achievers gather to show their company products, prior to the opening of the Product Fair today.

Officer update

Today is the first day of work-shops, and we know you'll enjoy them. Remember that you get the most out of these discussions by giving them your best. Share ideas, as well as your spirits!



Congratulations and good luck to all semi-finalists and prevalidated candidates.



There will be an Achievers Association Development Committee meeting open to all Achievers interested in starting a new Achievers Association. You're welcome to attend at 4 p.m. in the Fine Arts Auditorium.



Tonight, out on the tennis courts and back by popular demand, is the NAJAC Music Magician, Rob Ray! He will crank his machine to the sounds of Oldies from the 50's and 60's. Don't miss it.!



Quote of the Day: Achieve your immediate goals and your distant goals will be reached of their own accord.

Young Enterprisers visit Conference

Two of NAJAC's delegates this week do not belong to Junior Achievement. Instead, Lesley Woodhead and Dale Hooper come to the Conference from the Young Enterprise program—the British equivalent of JA.

Some 400 Young Enterprise companies operated during the 1980-81 school year in 57 local areas, encompassing Great Britain and Northern Ireland. Over 8,000 students were involved. A goal of 12,000 students has been set for the coming school year.

The program was conceived in Britain in 1959 when Walter H. Solomon, a prominent London banker, learned of the JA program in America. Three years later, in 1962, a management council (or board of directors) was formed in London and the program was underway. It has grown significantly since 1969, when only fifty companies were chartered.

Lesley and Dale come to NAJAC because of their outstanding performance on a nationwide Young Enterprise examination held last February. Although they did not know it at the time, the top performing boy and girl on the test would come to the Conference.

Young Enterprise company organization in Britain is similar to JA organization. What JA would call the



Lesley Woodhead and Dale Hooper look over a copy of *Achiever*.

company president, Young Enterprise designates the "chairman." In addition, a vice chairman, secretary, personnel officer, accountant, production manager and sales manager are selected. Both Lesley and Dale served as chairman to their respective companies.

Most Young Enterprise Achievers are only involved with the program one school year, according to Lesley. "I had to be committed," she related. "You have to stick at it. It really appealed to me."

Her company was Top Score Products, sponsored by Triplex Glass in Wainford. They made a variety of

products, including peg dolls, cloth-covered coat hangers, oven mitts and "garden gnomes."

Young Enterprise companies meet weekly from October to May, as do their JA counterparts, but the production of goods to sell is done individually by each student at home, between the weekly meetings. Most meetings take place at the sponsoring company. "We met in the Triplex Board room," Lesley remembers. "It was a proper board room, with a proper chair for the chairman."

What words of advice would Lesley have for students in Britain interested in Young Enterprise?

"If they weren't sure what they wanted to do, and they thought they could stick it (dedicate the time necessary), then they should do it," she encouraged.

"I've enjoyed it. It will be a great advantage when I go for interviews," she added. Lesley plans to pursue a career in retail management.

Her impressions of NAJAC have centered on one question so far. When delegates discover she is British, everyone asks if she attended the royal wedding two weeks ago.

"No . . . I was in Canada," she replies. "But I did watch it on the television." —R. Grimshaw

Sports schedule

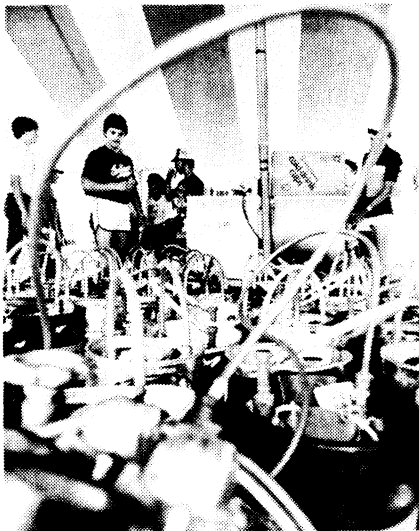
The sports desk is located by the Coke Tent in McNutt, and is open from 12:00 a.m. to 2:00 p.m. and 4:00 p.m. to 7:00 p.m. Challenges must be arranged by the counselor or delegation leader. Sports equipment can be checked out with a Conference badge. Visit the desk for more information about the division football challenge and the tennis and ping pong tournaments. Fees are charged for some of the activities.

ACTIVITY	TIME	LOCATION	ACTIVITY	TIME	LOCATION
Airhockey	free time	Union	Tennis	free time	Courts
Basketball	free time	Courts	Volleyball	lunch time	Old Fieldhouse
Billiards	free time	Union	Weight Room	11:30 a.m. to 1:30 p.m. 3:30 p.m. to 8:00 p.m.	Old Fieldhouse
Bowling	free time	Union	Running	group run at 7:00 a.m.	Campus area
Football	free time	Sembower field	Night Games:	AFTER CURFEW ENDS	
Raquetball & Handball	free time	Old Fieldhouse	Backgammon	after General Session at night; until curfew begins	McNutt and Gresham (Foster) dining rooms
Soccer & Softball	free time	Sembower or Foster area	Cards		
Swimming	1:30 p.m. to 5:30 p.m. 7:00 p.m. to 9:00 p.m.	Outdoor Pool	Chess		
Table Tennis	free time	Foster in McGee and McNutt Central	Bingo		

1981 Workshop Schedule

Each day *The Achiever* will publish a Workshop / Group Discussion schedule. The schedule is divided into morning and afternoon meetings (consult your Conference Agenda for specific times), and provides locations. The numbers to the right of the workshop titles are Group numbers.

		Wednesday AM	Wednesday PM
Leadership	Morrison 007	20,25,26,28,29,30	50,55,56,58,59,60
Selling	Rawles 100	21,22,23,24	51,52,53,54
Public Speaking	Myers 101	16,17,18,19	46,47,48,49
Communication Skills	Ballantine 013	12,13,14,15	42,43,44,45
Consumer Awareness	Woodburn 100	9,10,11	39,40,41
Money & Banking	Woodburn 101	5,6,7	35,36,37
JA Program Development	Woodburn 110 (112)	27	57
Creative Training	Ballantine 103	3	33
Communication Skills	Woodburn 003	1,2	31,32
Free Enterprise	Ballantine 204	8,4	38,34
*Discussion Groups		31-60	1-30



Will it be enough?

Coca Cola is once again providing gallons of the "real thing" for thousands of thirsty Achievers. The Coke Tent is a traditional meeting place here at NAJAC — so remember: Share a Coke and a Smile.

# Willey wows 'em

(continued from page 1)

Monday night Charles Willey addressed an auditorium of cheering delegates, an easy mark for someone who often faces a show-me type of crowd. Early on he recalled his days as a minister, throwing anecdote after anecdote at the audience. When the laughter died down Willey dropped the other shoe, introducing the one recurring theme of his speech—time.

This is Willey's modus operandi. Preaching the virtues of using time wisely, learning the meaning of love, working to one's potential, and living a humble life is risky business. No

one enjoys a lecture on such personal subjects. Willey pulls it off, however, by blending in humor and knowing when to back off. He remains inspirational without being sacrimonious.

"A rut is a grave with the ends kicked out of it," says Willey. "That's why we're all here, to change and to grow. Let's continue to grow, because the day you cease to grow is the day to start to die." JA delegates must already know this, because inherent in their presence here is their belief in working hard, and not settling for second best. Charles Willey's speech Monday night was a funny, friendly reminder.

—S. Whitmore



Former Achiever and NAJAC delegate Ann Wawer stands beside one of her inflatable advertising displays which she brought to the Conference.

D. Repp

# NAJAC welcomes Nasby

1965: The lone delegate from Tucson, Arizona attending his first National JA Conference.

1981: The same individual, 16 years later, addresses the opening session of the 38th NAJAC as conference director.

That's the story of Bruce Nasby, who advises delegates to "take the courage to set for yourself high aims in life."

The personal experience of climbing the JA ladder from Achiever to national Director of high school programs provided the spark that made Nasby's remarks to delegates so personal and so appropriate.

"Participate in discussion groups," he stresses. "Ask questions, be involved, listen and learn. You may form new opinions or find new directions in your personal life or career."

"You should not try to live a life of ease, but a life of action."

Action has been the cornerstone of his JA involvement, beginning with the assignment of Achievers Association president while in the high school program. Hard work led to progressive awards, successful companies and selection as a representative to various conferences.

Meeting adults involved with JA helped, too. By meeting the president of the JA board of directors in Tucson, he was able to acquire a job at the local Montgomery Wards store. After high school graduation, that job led to several years as a JA



C. Root

Conference Director Bruce Nasby.

adviser for Wards. Soon after returning from four years in the Navy, he was hired as Tucson's JA program director. The following year he became executive director, a position that gave him national exposure leading to his present position.

The result of all the years of JA involvement for Nasby is a dedication to the organization which would set an example for any Conference delegate considering a JA career.

"JA is in my blood," he declares. "I really do enjoy my job. It takes a lot of hard work, as any JA job does. But it is quite satisfying to see the results of our (staff's) efforts, especially at such an impressive event like NAJAC."

# Blind Achiever leads successful company

You hear hammers banging; you see finished products; you complete company sales records. A typical Union Achievement company right?

Not in D & V Firequipack company in Colorado Springs. The difference between this company and your "normal" JA company is the Achievers involved. This company is run by exceptional students who attend the Colorado School for the Deaf and Blind. The program is being offered as part of the vocational curriculum and is designed especially for the visual and hearing impaired.

Dusty Tague, a member of the Colorado Springs delegation and

president of D & V Firequipack, explained the purpose for the development of such a program.

"The teachers decided that we weren't getting enough economic training." In an effort to rectify this, they sought out JA. After researching many other activities, the teachers decided that JA would be the best program from which these students could learn about economics while providing experience in social skills and decision making.

The company was organized by three JA advisers and one school adviser. Officers were selected following a pre-testing to determine

strong and weak vocational and communication skills. The company's positions were designed for these students to work at a level where they may improve their skills and later acquire success. Some positions required piece assembly work consisting of fine and gross motor skills, payrolls, bookkeeping, secretarial duties, safety, quality control and other activities similar to a regular JA company.

"The company subcontracted from local industries by putting parts together for various products, including volt meters," Dusty explains. Advisers worked closely with the Achievers completing book work, explaining business operations and job opportunities, and providing aide for production. Their company meetings were held during class time, however, several students were so enthused about their success that they opted to work during free time.

"Before the program was initiated, the blind and deaf were kept in separate activities. JA has brought all of the students together working for one common goal—the success of the company."

Dusty realizes the importance of getting involved in activities and developing social skills among his company members. He explained that the most difficult problem the company had to overcome was a communication gap among the com-

pany members. "You see, the blind and the deaf were somewhat rivals in the company. It was hard to get along with everyone in such a situation. I was usually caught in the middle of arguments." The best solution to this problem was a talk session where everyone expressed their own opinions, disagreements and solutions.

Dusty does not consider the physical impairments of his JA company members as a deterrent from success. The company turned out to be quite successful as a result of Tague's outstanding leadership.

The program will continue in the Colorado School for the Deaf and Blind next year. Dusty, however, will participate in the regional JA program due to schedule conflicts. He looks forward to this new experience, where he will continue to be involved in various JA and non-JA activities. He is interested in automotive work, computer programming and meeting new people. Recently he participated in his area's Dale Carnegie course and received a top award for personal progress.

According to Dusty, JA played a major part in his college decisions, "JA taught me more about business than I realized." Dusty plans to enter a Colorado university upon graduation next June, where he will major in computer programming and minor in business.

T. Wicklin

# News capsules

**WASHINGTON...** Secretary of Transportation Drew Lewis stated that striking air traffic controllers probably had a legitimate grievance when they complained that the FAA was a bad employer.

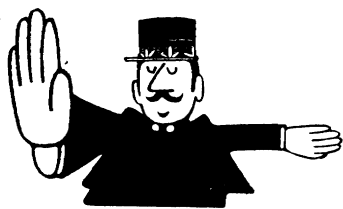
**MOSCOW...** The Soviet Union has called President Reagan's decision to proceed with full production of neutron weapons a "step designed to bring the world closer to a nuclear catastrophe."

**ATLANTIC CITY...** State governors attending their annual convention told President Reagan that they can't take any more of his economic medicine if it is going to force the states to accept responsibilities which they are financially unable to handle. Among the new skeptics are some of the President's strongest supporters while he was pushing the programs through Congress.

**BELFAST, N. IRELAND...** Two civilians were killed in widespread rioting following the death of a ninth Maze prison hunger striker.

**ASBURY PARK, N.J....** Rock musician Bruce Springsteen has agreed to help an area radio station save Asbury Park's 107-year-old YMCA Building. The goal is to raise \$30,000 through the sale of T-shirts.

# Achiever Expression



## PINK POLICE

By 12:45 a.m. on the Indiana University campus, many NAJAC delegates have had their warm milk, and are sound asleep, dreaming of NAJAC's to come.

On one of the floors of Foster-Martin, someone is out of bed, roaming the halls. As he turns the corner, a flash of light blinds him. "Freeze! This is the police!" This 'policeman' is actually just your average, run-of-the-mill Pink Fink. He's not really a local officer of the law, but it sounds like the thing to say. (Besides, it makes them feel important).

The fink then says, "What are you doing out of bed soldier, and where's your NAJAC I.D. card?"

"Well, sir, I really have to go to the bathroom, and I don't have time to chat."

"Hold it, Where's your card?" "It's in my room I usually don't wear it to bed." "What's your room number?" By now the poor joker is running down the hall to answer the call of nature with the checkered shirt closing in quick!

They're everywhere; in the dorms, auditorium, hallways, walkways, trees, closets and restrooms. They particularly like to roam the park and bushes looking to harass couples seeking privacy.

## CONSUMER KISSER

Many of you probably think the life of a NAJAC reporter is pretty boring. I thought so too, until I reported to the PR office for my assignment.

My mission: to kiss a girl from each of the fifty states and compile a comprehensive study of delegation kissing currency and credit cards, (Duck-spud, Rose bucks, Peach club, Dallas Dollar, etc.).

Starting tomorrow, the second installment of my column will include a list of ten kissers, the beginning of the ranking, and a list of the kissing currency and credit cards most in demand.

No one will be spared.

My qualifications for this position are superior.

I am a marketing expert from west of the Mississippi. I am an awesome soccer player, and enjoy and participate in many sports. I have enjoyed fraternizing with some of the most attractive women. I am athletic, attractive, and very available.

How can we stop this shocking pink invasion? How can we get our revenge or get even? Traditionally you have a chance to get back. Officially or unofficially, Thursday is "Kiss-a-Pink-Fink Day". You can kiss any one of them you want or all of them and they have to let you.

So how about giving these friendly finks some appreciation (or perhaps a case of the plague) by giving them their kisses on Thursday.

## Button! Button!

We want a button! A large part of NAJAC is the phenomenon of exchanging buttons. It is as much a part of tradition here as the opening ceremonies.

When we set out to learn the story behind the bartering, we were not prepared for the warm reception and the special part they play in the NAJAC ceremonies that commence throughout the week.

To most people the button is the first adventure into unifying delegates into one big family. Carrie Mobra of Tulsa, OK told us that this was considered the "breaking of the ice" ceremony. She went on to explain that it makes meeting people much easier under such informal conditions.

Most people are a little hesitant about walking up to a group of smiling faces and making polite conversation. Yet as we swallowed our fear and approached those enthusiastic faces, we were given a hug, etc. and welcomed to NAJAC with their delegation button.

There are a wide variety of buttons circulating throughout the conference. Collecting the most varied will give an excellent opportunity to meet people from all over and make new friends.

Tomorrow - The Trade.

★★★★★★★★★★★★

### PICK A FINK

Does your Pink Fink fit these qualifications: wild and crazy, shows originality, and lots of other weird characteristics??? If so, get your group gathered and put those ideas to work. The Achiever Expression is having their annual "Sooper Dooper Pink Fink Contest."

Each group can submit one entry describing the antics of its female counselor, and one describing the male. Forms can be obtained from your group chairman Tuesday. Deadline for applications is 9 a.m., Thursday, in the Achiever Expression office, Briscoe "A", Public Relations office. Winners will be announced Friday.

### The place to be

I saw the commercials on the TV, Junior Achievement was the place to be. So I signed up and there I was, learning just what a business does. What I got myself into I couldn't see, an exciting experience definately.

I'm still learning - I might never stop; When you're in JA you're at the top! Agreeing with what the TV told me, Junior Achievement is the place to be. What you're missing you'll never know, Your knowledge and friendships can't help but grow!!!



### INFORMATION



GROUP ('80)*	TIME(Tues.)*	PLACE
7	4:00	Foster Flag
28	4:30	McNutt Flag
8	Wed. 1 p.m.	McNutt Flag
41	4:30	Briscoe Flag
44 ('79)	4:00	McNutt Flag
28 ('79)	7:00	Foster Flag
6	4:45	McNutt Flag
40	4:00	Foster Flag
18	After Evening Assembly	McNutt Flag

\* Group reunions are from 1980 and will take place on Tuesday unless otherwise noted.

To Julie Spoerl, a happy belated 18th birthday from the Hamilton, Ohio delegation.

The Lancaster, PA delegation wishes Laurie Stearn a happy 20th birthday today at NAJAC!! To Bill Sowers from York, PA: happy belated birthday! Love, another 8-8-63.

### Winning isn't everything

Just like free enterprise competition, Junior Achievement contests stimulate growth and productivity through the use of individual rivalry. In addition to receiving awards for their efforts, contestants can realize their potential and gain self-confidence through competition.

JA awards, however, aren't merely the traditional trophies or plaques. They include the satisfaction that comes from attaining personal goals and the respect of others.

It doesn't matter that you didn't make the first cut. The main thing is the immense learning experience found in all these contests.

Just being part of the competitive scene motivates people to increase their efforts and strive toward their desired results.

