Award Offered To Entrepreneur

That do-it-yourself business created in a corner of a rundown garage may just be worth a $1,000 Youth Enterprise Award.

The Jim Walter Corp. is searching for young entrepreneurs between the ages of 18 and 25 who have found or are searching for a profitable market for goods or services "in the best tradition of free enterprise and ethical business conduct."

"As successful entrepreneurs, you will be the creators and leaders of change," stressed James E. (Jinny) Walter Jr., keynote moderator of 'Entrepreneurs — Today and Tomorrow,' the Tuesday morning seminar at the National Junior Achievers Conference. "Whether a machine shop or service company, a tall order, but you have the ability to meet it." Twentyfive young entrepreneurs will be awarded a $1,000 check and fly expenses paid to the Jim Walter Corp. Stockholder Meeting in Florida this December. Two five-runner-up awards of three shares of Jim Walter Corp. stock will also be awarded.

The independent national awards judges will base their selections on such things as originality of product or service, profitability, growth potential in relation to the age of the enterprise and its principles, and the obstacles overcome in establishing the business. The search for the 25 YEA entrepreneurs by Jim Walter Corp. began in December, 1971, with an announcement by Board Chairman James Walter Senior. Walter, at age 25, started his corporation with $500 of his own money and a $400 loan. Today the Jim Walter Corp. has sales in excess of $100 million and is a major force in the building industry. The company provides jobs for about 2,500 people; pays more than $40 million in taxes and distributes more than $1 million in dividends to its more than 35,000 stockholders.

Yesterday, tomorrow and today — that is what Jinny has and always will be an interest in my life," said Jinny Sands, 1971 national Miss Junior Achievement who passed on her crown last night at the gala Achievers Presidential Ball.

Jinny, a petite blue-eyed blonde from Central Illinois, has had an exciting year of travel, meeting Achievers and some of the nation's leading businessmen. In her role, as one of Junior Achievement's top salesmen, she has participated in the Reader's Digest Seminar; has come to JAMCO at French Lick, Ind.; and, has been a speaker at area award banquets, predominantly in the midwest and on the east coast; has hosted and been a national representative at JA Trade Fairs; and, as a national representative for JA, has been on a variety of TV and radio talk shows.

"It's been an exciting year full of new friends and valuable experiences," said Jinny who enters college next year in pursuit of a law degree.

"I have learned a lot this year."

Jinny Sands, Cedes Crown

The selection of Junior Achievement (JA) contest winners takes place in three rounds of competition at the national level. The first two rounds are coordinated by graduate Achievers, many former contest winners themselves. Final round judges, experts in their fields and representatives of the sponsoring organizations, conduct the stringent, decisive interviews. Finalists tackle questions ranging from "What is President Nixon trying to accomplish through his new economic program and why?" to "Is this the appropriate time?" (One judge commented: "It's hard to believe, but I received a more reasonable solution to a problem my company is experiencing, from one of the contestants, than I had received from my executive committee.")

Contest winners are the top performers of the 1972 JA program year. These young people having excelled at JA's goal of economic understanding.

More than $15,000 in scholarships awards will be awarded.

Some Criteria in Selection Process

The purpose of the Conference Election Committee is to screen and select competent candidates who best prove their ability to represent Achievers as well as Junior Achievement.

It is the committee's responsibility to present the Conference with validated candidates, who have passed several rigorous screening procedures, including a series of exams and two interviews. In these exams their knowledge of JA and current events in the world is tested. The committee feels that the national officers should be aware of many things in order to represent Achievers.

During interviews, Achievers are tested on their ability to speak and express themselves; they are interviewed by their peers as well as past officers.

After the committee has validated what seem to be the most competent candidates, it is the candidate's responsibility to campaign...to present himself or herself to the delegates. The campaign process is real to life; it is where the candidate takes over and has to prove that he or she is the person who will do the best job.

Two years ago, the election committee added another job to its already busy schedule — the task of sponsoring caucuses. The purpose of these caucuses is to give each candidate equal opportunity to present his views to the delegates. Caucuses give delegates a chance to openly meet the candidates.
President Of The Year
Young Presidents' Organization, Inc.

First Place—$1,500
Michael Saunders, Minneapolis, Minn.
Second Place—$500
Suzanne Holman, Chattanooga, Tenn.
Third Place—$250
Barry Kessler, Dayton, Ohio
Finalists—$100
Denise Cooper, Miami, Fla.
Morrison MacIain, Jr., Buffalo, N.Y.
Claude Organ, Omaha, Neb.

Production Executive
The American Institute of Industrial Engineers, Inc.

First Place—$500
Randall Kern, Akron, Ohio
Second Place—$150
Ernest Lottman, Orlando, Fla.
Third Place—$150
Anthony Puentes, San Jose, Calif.
Finalists—$25
Glen Jackson, Tulsa, Okla.
Tom Lucas, Pittsburgh, Pa.

Marketing Executive
Sales & Marketing Executive International

First Place—$1,000
Peter Deen, Battle Creek, Mich.
Second Place—$500
Connie Wallis, Jackson, Mich.
Third Place—$500
Laurie Rhodebeck, Mansfield, Ohio
Finalists—$50
Steven Silverman, Miami, Florida
Terry Vejas, Grand Rapids, Mich.

Corporate Secretary
American Society of Corporate Secretaries, Inc.

First Place—$750
Faye Martin, Charleston, S.C.
Second Place—$400
Clare Palmer, Dallas, Texas
Third Place—$250
Rebecca Short, Bryan, Ohio
Fourth Place—$100
Lee Learned, Birmingham, Mich.
Fifth Place—$50
Kathy Freeudd, Jackson, Mich.

Treasurer Of The Year
National Association of Accountants

Safetv Director
American Society of Safety Engineers

First Place—$500
Deborah Trenney, St. Paul, Minn.
Second Place—$150
Debra Jenkins, Scranton, Pa.
Third Place—$50
Julie Purtz, Owensboro, Ky.
Finalists—$25
Tricia McClurg, Louisville, Ky.
Kathy Phillips, Anderson, Ind.

Miss Junior Achievement
Junior Achievement, Inc.

First Place—$250
Christel Capdevielle, New Orleans, La.
Second Place—$75
Jill Berens, Phoenix, Ariz.
Third Place—$25
Pam Comers, Cincinnati, Ohio
Finalist
Carolyn Post, Terre Haute, Ind.

Special Recognition: Quality Control
American Society for Quality Control

First Place—$500
Tim Molony, New Orleans, La.
Second Place—$250
Andrew Turner, Tulsa, Okla.
Third Place—$150
Patricia Llewellyn, Battle Creek, Mich.

Public Speaking
Toastmasters International (Judges)

First Place—$500
Barbara Lafler, Omaha, Neb.
Second Place—$150
Richard Williams, Kingsport, Tenn.
Third Place—$50
Donna Chapman, Buffalo, N.Y.
Finalists—$25
Harry Bonner, Cincinnati, Ohio
James Tompert, Battle Creek, Mich.

Purchasing Manager
National Association of Purchasing Management, Inc.

First Place—$500
Dan Dunahay, Pittsburgh, Pa.
Second Place—$150
James Letourneau, St. Paul, Minn.
Third Place—$50
Jerry Solove, Phoenix, Ariz.
Finalist
Marie Marx, Milwaukee, Wis.
Dave Reeves, Chattanooga, Tenn.

Personnel Director
American Society for Personnel Administration

First Place—$250
Michelle Robish, Johnstown, Pa.
Second Place—$100
Eleanor Burkart, Reading, Pa.
Third Place—$50
Tara McDowell, Cincinnati, Ohio
Finalist
Sally Furniss, Grand Rapids, Mich.
Lou Ann Greco, Cedar Rapids, Iowa

Annual Report
New York Stock Exchange

First Place—$150 to company representatives
Something Special, Detroit, Mich.
Marypat Abowd
Second Place—$100 to company representatives
Undying Spirits, San Francisco, Calif.
Maria Luza
Third Place—$75 to company representatives
Third Place—$75 to company representatives
Arlene Coreness, JoAnne Dole, Pamela Hantsch
Finalists—$25 to each of the three selected company representatives
Creative Manufacturing, Lima, Ohio
Kathy Comer, Tom Swickrath, Donna Watterson
Jagers, Lincoln, Neb.
Phyllis Berry, Patty Huguenin, Thomas Kell

Company Of The Year
National Association of Electrical Distributors and
American Oil Foundation

First Place—$250 to each of the three selected companies
Sten Craft IV, Tucson, Ariz.
Mary Ebert, Carol Pitts, Dan Starkey
Third Place—$75 to each of the three selected companies
JA Publications, Phoenix, Ariz.
Aprille Coreness, JoAnne Dole, Pamela Hantsch
Finalists—$25 to each of the three selected companies
Creative Manufacturing, Lima, Ohio
Kathy Comer, Tom Swickrath, Donna Watterson
Jagers, Lincoln, Neb.
Phyllis Berry, Patty Huguenin, Thomas Kell
Workshop Minutes Released

Nearly 750 delegates to the National Junior Achievers Conference gathered in the summer for the Workshop. The main purpose of these sixteen workshops was to provide the delegates an opportunity to study a number of subjects. Under the direction of A. E. Thomas, program chairman and director of Junior Achievement (JA) of Central Indiana, the Workshop Department uses the talents of Graduate Achievers, professional staff and experts from business, education and industry. But the major function of the workshop is to aid JA in the development of the program and provide Achievers with an insight into topics outside JA.

Achievers who desire additional information on the activities which took place in the workshops should write to the JA office. Both Vernon, assistant program director, Junior Achievement Inc., 3444 South New York, New York, New York, New York. Assigning Vendley in the direction, Wayne York, Thomas Schober, and Ralph Howarth.

Service Companies PHIL WATTS The objective of the service company was to discuss the different types of service companies which are available to JA for their operation, and community for the company members and also to demonstrate the operation of service companies.

Workshop members were unanimous in their support of the service company concept. Service companies provide more incentive to join JA, allowing students to express themselves creatively in a specific interest field and give Achievers the opportunity to be involved in the people they do for JA, for the community, and for the company members and also to demonstrate the operation of service companies.

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Choosing A College BORIS SHAPIRO The principal objective of this workshop was to assist the delegates of the procedures and considerations involved in their choice of colleges. It is hoped that college-bound students will be more aware of the advantages and disadvantages of what types of educational institutions are available. In addition, the workshop consisted of examinations on accreditations, scholarships and financial aid, etc. should be realized.

The merits and values of each alternative and the considerations involved in the final decision were discussed in great detail with a panel of university students. Several counseling priorities were demonstrated by linear model. The resources available in the counseling were on school accreditations, scholarships, loans, etc. were discussed and had to do with the review of college catalogues.

The preparation for and implementation of the workshp was, in large part, dependent on the success of the workshop. The new ideas were suggested and discussed.

Conclusion: Since all aspects of college change every year in terms of their importance and interest, we feel that every year the workshops should devote time to those topics which are most relevant to the JA member. This year such topic was done this year with success. Many of the attendees displayed an understanding of that type of job might fit their personalities and capabilities best, on the basis of the Junior Achievement background to the fullest. This year, we must make it work for you, and how it provides an added insight into the field, employer.

Over-all, in addition to providing some very practical and basic knowledge, the workshop succeeded in giving the students a little inside look into the secretarial field and how a female could use this field to better her own life better for her in the business world.

Understanding Business CURTIS J. THOMPSON, P.D.B. The purpose of the workshop was briefly to provide students with more about JA beyond the JA achievement, the JA community, and for JA achievement. Specific objectives of the workshop were as follows:

1. To discuss the challenges of starting one's own business.
2. To deal with some of the fundamental considerations of operating a business.
3. To deal with questions of authority, responsibility, communications, productivity, etc.
4. To analyze American business organizations and investigate the size and other characteristics of each organization.
5. To suggest how JA can better serve to help young people "understand business.

To accomplish these objectives, four business cases were studied and discussed. These cases were chosen to represent the actual financial statements of actual business situations. Each delegate read and analyzed each of the cases during his free time; small study groups met to discuss each case. Each of the entire workshop discussed the case. Problems, symptoms of improvement, and root causes were identified and dealt with.

The concepts of productivity, production, effectiveness and efficiency were discussed; precise definitions of these concepts were established.

Several ideas were presented on how JA can better help young people understand business. These included having seminars and workshops in the local area with emphasis on stimulating business situations that have actually occurred.

(Continued on Page 4)
Minority Enterprises and Women's Problems

In an attempt to utilize the talents, experiences and involvement of minority personnel of JA's to the fullest extent, a new program was developed. This program, focused on the role of minorities in business and the importance of personal development, has been very successful.

The program is designed to help minority businesses to achieve their full potential and to assist them in overcoming the many challenges they face.

Sales Management Training

An important aspect of the program is the training of minority salespeople. The training program is designed to help salespeople to improve their skills and to increase their effectiveness in their jobs.

The training program covers a wide range of topics, including the fundamentals of sales management, customer relationships, and sales techniques.

The program is conducted by experienced sales trainers and is tailored to the specific needs of the minority businesses.

The program has been very successful and has helped to increase the sales of many minority businesses.

Operating a JA Company

Ralph P. Howard, Jr.

The function of this workshop is to train and prepare the JA companies to be more effective and efficient. The instructors provide guidance on how to make the most of the JA company's resources.

The goal is to ensure that the JA company is properly staffed and equipped to handle the challenges it faces in the business world.

The workshop is designed to help JA companies to develop a strong sense of purpose and commitment to the JA mission.

The workshop includes topics such as financial management, marketing, and business ethics.

To succeed, JA companies must have a clear understanding of their mission and goals. They must also be able to effectively communicate and delegate responsibilities within the company.

Business and The Environment

The workshop is designed to help JA companies understand the importance of environmental issues and how they can contribute to the betterment of the environment.

The goal of the workshop is to help JA companies to identify ways to reduce their impact on the environment.

The workshop includes topics such as recycling, energy conservation, and waste reduction.

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