Executives join Achievers today

NAJAC is a little larger today, thanks to the addition of over 300 leaders from the ranks of American business and education.

It's the annual Business, Industry and Education (B, I & E) Day at the Conference, bringing together members of the National JA Board of Directors, corporate executives, educators and media personnel with delegations for a day of discussion, shared experiences and friendship.

Among the distinguished visitors are Royal Little, National Business Hall of Fame member and founder of Textron; Dennis Hendrix, president and chief executive officer, Texas Gas Transmission Corporation and new Junior Achievement National Chairman; Tina Santi Flaherty, corporate vice president, Colgate-Palmolive Company; David Kearnan, president and chief operating officer, Xerox; Richard Ford, senior vice president, Coca-Cola; and Richard Flamson III, chairman and chief executive officer, Security Pacific National Bank.

B, I & E Day provides delegates and guests alike with the opportunity to share experiences, according to Walbert Weiler, conference chairman and senior vice president-programs of Junior Achievement. "I encourage all delegates to take the time to visit with our guests today," he suggested. "I think you'll be surprised that they encounter problems similar to those experienced in your JA companies in their businesses, expanded on a larger scale.

"In addition, your hospitality will provide our guests with a more personal view of Junior Achievement through your experiences."

B, I & E Day guests attended the general session this morning, then toured discussion groups and workshops. With their Achiever guides, many will eat lunch with delegates in the dining rooms, followed by an afternoon on the campus lawn with discussion groups. This afternoon's discussion topics have been designed to involve B, I & E Day guests, and delegates are encouraged to share their views openly.

The day's activities will be highlighted by the Chairman's reception and dinner tonight at the Memorial Union, where Emerson G. Reinsch of Arlington, Virginia will be presented with Junior Achievement's 1981 "Pioneer Award" by JA National Chairman Dennis Hendrix. The Pioneer Award is given annually to an individual who has done an outstanding job of founding and developing JA in his community.

Mr. Reinsch, president of Reinsch Construction Corp., was one of three founders of the Washington, D.C. Junior Achievement program in 1965, investing $5,000 of his own funds to insure a successful start. He continues to be an active member of the JA board of directors in Washington.

Many B, I & E Day guests will attend the second half of the Talent Show tonight in the Auditorium following the dinner.

Today is a busy day for the Bloomington Airport, as 29 corporate aircraft were expected to arrive by press time. Many guests will drive to the Conference as well. Thirty delegates, nominated by their group counselors, are acting as guides today.

R. Grimshaw

Inflation sends company profits soaring

Ann Wawer came home Tuesday, and told a story.

Ann told a story that we all know, but few of us believe.

Ann told a story of success. She told how the American Dream is alive and well, and how hard work pays off. But most of all, she told a story that we already knew: Junior Achievement is real.

JA has worked for Ann Wawer. At 26 she is Corporate Treasurer, Corporate Secretary, and part owner of her own business. (Her husband is her partner.) Projected 1981 sales for her business, Robert Keith & Co., are expected to reach 6 million dollars. During the last four years her company has witnessed a 500%-400% average growth rate.

Not bad for a former Achiever from Hartford, CT.

It was just about four years ago when Ann Wawer and her husband, Robert, discovered the secret of success, or what Ann says is the need for "enthusiasm, the blind courage, and sometimes the stupidity to go forward and do it." What they went forward and did was develop an alternative to current advertising and promotion techniques. Their alternative is their product, "cold-air" inflatables.

Cold-air inflatables are actually giant advertising displays. Twenty or thirty feet high, they are replicas of common consumer products, such as Coca-Cola cans, a telephone, or a six pack of beer. The inflatables, however, are not all consumer products; they can be trade show displays suspended from the ceiling or towering up off of the floor, or they can be walk-in airlock structures where you can display your presentation. Perhaps their most famous inflatable is their 50-foot Pink Panther.

These cold air inflatables are the unique design of Robert Keith & Co. They use cold forced air, as opposed to helium, which allows for a safer and less expensive product. When deflated, they fit into an ordinary suitcase. They take from fifteen to twenty minutes to inflate and are quite sturdy.

Ann and her husband were attracted to the idea of cold-air inflatables because of their interest in hot air ballooning and Robert's background in marketing.

Ann, who is in charge of the finances for the company, feels that JA provided her with a solid foundation from which to grow. In fact, for the first six months of the business, she utilized the JA record keeping systems. "Junior Achievement is a big part of my life, it always has been. We started by using my knowledge from JA, because I had no business knowledge in college or in high school.

Business, however, was not Ann's initial reason for joining Junior Achievement. "I really joined JA for social reasons, but when I was in high school, the whole business course consisted of typing and steno. At JA I learned about capital assets, liabilities, profits and loss, but those were words that I really didn't hear until I owned my company."

It was just about four years ago that Ann began to hear those words again. That's when she and her husband moved to California and with $500 began what would become a multi-million dollar company.

The beginning was not as rosy as their current situation. They knew that they had a unique product, but they also knew that they would have to develop and search out their own market. This is what they did, by hiring the streets and knocking on doors. This is where the hard work Ann spoke about paid off. They now receive an average of 2000 inquiries per month, many of the inquiries coming from foreign markets. They now have 11 foreign distributors.

How does Ann feel about this success? "I define success as happiness. I'm happy at what I am doing." As far as advice for budding entrepreneurs is concerned, Ann feels that the most successful people are those who do what they really want to do. Her advice is, "Do what you do best... set goals... and see yourself in all situations."

This is what Ann came back home to say.

Ann Wawer addresses NAJAC delegates during general session. Behind is her company's inflatable Pink Panther.
Course prepares for youth careers

Last year, Suzanne Gildrea from Central, Ohio was a delegate to NAJAC. This year, she's on the Indiana University campus again with Donald L. Wilkins, resident administrator for the American Humanics program at Indiana Central University. What's the connection? It was just a year ago that Suzanne decided she wanted to pursue a career in Junior Achievement and it was at NAJAC, 1980 that Don first introduced her to American Humanics, a unique college study program specifically designed to train young people in the techniques of running a non-profit, youth-oriented agency. From her first conversation with Don she was hooked. Junior Achievement, along with the Boy Scouts, Girl Scouts, Camp Fire, 4-H, Girls Clubs, and the Young Men's and Women's Christian Associations recognizes the importance of American Humanics in training future leadership.

Courses offered include thorough training in Volunteer Administration, Community Organization, Finance in Community Agencies, and Administration and Supervision of Social Agencies. These, and additional courses, can earn students a Bachelor of Science degree, or can be acquired as a minor at the same time they are earning a business degree.

As a former four-year Achiever, Suzanne is convinced she's on the right track to receive the best background for a future spot in JA leadership. Her involved JA background shows she's always been serious about the organization. She was president of her company for two years, vice president for one year, treasurer for one year and a National Best Sales Competitor.

If you're contemplating a JA career, be sure to attend the Program Development workshop Thursday evening at 7:30 in the Besore "IR" cafeteria, and learn from Jim Goodman, national personnel director, and Don Wilkins what American Humanics can mean to your future.

Donald Wilkins, Resident Administrator, Indiana Central University, 1400 East Hanna Avenue, Indianapolis, IN 46227, will be glad to answer written requests for more information.

Talent Show Opens Tonight

The nervous tension starts to set in your body. You've been practicing this act for months. You've bought a brand new costume and your delegation and group are all psyched to start cheering for you when you dash on stage. The pressure is on. . . the competition is tough. Will you make the try-out cuts and proudly display your accomplishment?

That was the description given by many Achievers when asked about their preparation for the annual NAJAC talent show, to be held tonight at 8:00 in the Auditorium.

One hundred thirty-seven acts had initially been registered, according to the talent staff. Dancers, vocalists, pianists, jugglers, imitators, and even a belly dancer auditioned.

The judges are trained or experienced performers in some area of entertainment. They judged the acts and performers on a scale from one to ten based on eight major criteria-preparation, professionalism, execution of act, audience appeal, costume, timing, enthusiasm, and staging. The finalists were those acts which scored in the upper half of the range.

A delegation from the Hartford delegation and Kathy Davaney from Houston have been selected from 250 applicants to be the master and mistress of ceremonies. It should be an entertaining night for all. "It's exciting to see such a range of talent at NAJAC every year. The judges as a whole are very confident about the quality of the show this year. It's going to be terrific," predicted Capiz Greene, talent staff member.

—T. Wicklin

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.

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Achiever triumphs over tragic accident

For most Achievers, motivation and determination are never tested beyond having a successful JA company. For Mike Swinehart of Atlanta, the test was not a JA company’s success, but rather to survive a life-shattering event.

Swinehart, president of ‘’79 Moneymakers,’’ a JA company, and junior in high school, was riding his motorcycle on December 14, 1979. As he reached an intersection, an on-coming car blocked Swinehart’s path. Swinehart attempted to avoid the automobile by swerving. One corner of the car clipped his bike, knocking him to the pavement. Swinehart slid across the road dislocating both shoulders, breaking his pelvic bone in three places, and, most serious of all, suffering a compact fracture of his left leg. Swinehart, a cross-country runner, would soon awaken in an Atlanta hospital without his left leg.

Rather than capitalizing on the Christmas season to sell his JA company products, Swinehart found himself spending 30 days in a hospital bed. Many people would have surrendered to bitterness and depression, however, Swinehart kept his spirits high and held no bitterness towards anyone—not even the driver of the automobile that had struck him.

Swinehart found himself supporting his family and friends through this time of tension. “I’m not different now than I was before,’’ he explained. “I had to show them how to react (to the loss of his leg).’’

Meanwhile his JA company survived this tremendous setback. One board meeting was even held in Swinehart’s hospital room with Swinehart presiding from the bed. Sales decreased with the company’s outstanding salesman hospitalized, but the company remained intact.

Swinehart’s fortitude did not go unnoticed. Georgia governor George Busby appointed him to the Georgia Governor Honors Program, along with 600 other top high school students. The six-week program, held in Valdosta, included workshops, discussions and seminars on various business operations and current events. Much of what was done related to his JA experiences.

“It was a lot of fun,’’ Swinehart said. “That was the first big chance I had to meet lots of people since my accident.’’

And meeting people is one of Swinehart’s specialties. He enjoys being involved in activities where he can communicate with people. His current job includes dealing with rate customers, taking inventory, filling, making reports and money management.

Swinehart is also an amateur photographer and during his free time he rebuilds Volkswagens. Recently he received his Life Guard certification.

This fall, Swinehart begins work towards a business major at University of Georgia, helped by a $3500 academic scholarship awarded to him by his JA area.

As Swinehart confides, “Competition is great. But you have to remember, ‘It’s not whether you win or lose, it’s how you play the game.’”

Donald Neilsen

OTTAWA...Canada suspended at least 29 air traffic controllers for joining a boycott of flights to and from the United States that snarled hundreds of trans-Atlantic flights and left thousands of passengers stranded. Canadian Transport Minister Jean-Luc Pepin has told his country’s controllers they face jail if they do not process U.S. flights.

MIAMI...The National Weather Service reports that Tropical Storm Dennis, which is threatening to become the first hurricane of the season, is following the same path as one of the strongest hurricanes of this century as it travels towards the island of Barbados.

TEHRAN...Iran has offered amnesty to ousted President Bani-Sadr, whom France has refused to extradite, and allowed a group of 57 French citizens to leave the country.

CAPE CANAVERAL, FLORIDA...The space shuttle Columbia has been moved to a vehicle assembly building at NASA’s manned space center. The spaceship’s next flight is scheduled to take place September 30.

NEW YORK...American oil industry analysts believe that even if the Organization of Petroleum Exporting Countries succeed in reunifying their price structure at the upcoming Geneva OPEC summit, the global oil glut probably will not be eliminated.

ATLANTA...A judge alarmed by publicity about the man charged with murder in the deaths of two of 28 young blacks has appointed an advisory panel of judges, lawyers and media representatives to set guidelines for releasing information about the case.

WOODS HOLE, MASSACHUSETTS...Two ferryboats shuttling more than 350 passengers, cars and freight between a resort island and the Cape Cod mainland collided head-on in thick fog. Officials said 18 people suffered minor injuries.

PHILADELPHIA...Phillies first baseman Pete Rose singled off Mark Littell of the St. Louis Cardinals, breaking the all-time National League hit record of 3,650 formerly held by Stan Musial. President Reagan telephoned his congratulations and said Rose “brought the season back in style.”

MIKE LEE, WISCONSIN...Mike Dochman bettered the world fire-diving record Sunday with a 54-foot, double somersault, half-twist dive into a pool of flaming water at the Wisconsin state fair. The previous record was 45 feet.

LOS ANGELES...Six cars will match meows today (Wednesday) in the finals to pick one which will appear on a cat food television commercial. The owner of the winning cat will receive $2,000.

Donald Neilsen

You have to be satisfied with yourself. My philosophy is ‘‘health, wealth, success and happiness.’’ If I had to compromise, I would stick with happiness. I live for happiness.”

—T. Wicklin

(continued on page 2)
Candidates for nation

Michael Bishop

Michael Bishop
President

Age: 18
School: Class of '81, N B Forrest High School
JA area: Jacksonville
JA activities: AA, Public Speaking, RDS, NBLA,
School activities: Student Government, NHS,
Academic Brain Brawl, Performing Arts
Other activities: Century III, Presidential Classroom
Awards: all Progressive Awards, 100% Attendance, $300 Sales

"The National Junior Achiever Conference is continually challenged to provide you with the greatest opportunity to enjoy and learn from each other's company. Conference officers are a vital part of meeting that challenge—they must be your voice in the planning of everything that happens to you at NAJAC. My goal is to work with you and the other officers you choose toward charging NAJAC '82 with the same excitement and success as the 38 that have gone before."

Brett Scharffs

Brett Scharffs
President

FUB, Future Business Leaders of America
(FBLA), State Treasurer '80-'81
School activities: Debate Team President, High School Newspaper Feature Editor
Other activities: Eagle Scout, Boy Scouts of America, March of Dimes Volunteer
Awards: NAJAC Public Speaking winner '80,
Walt Disney Foundation Scholarship, S.L.C.
OYBM '80-'81

"As a candidate for 1982 NAJAC President I pledge my support for 365 days, not for one week a year from now.

While president I will answer all correspondence within three days and will expand the Conference Officer Exchange Program by increasing communication, thereby sharing ideas of officers before regional and local conferences. To facilitate correspondence I will arrange for publication of a conference officer directory and coordinate conference planning.

In executing the office of president, one thing that will work is work. My commitment to action and team effort qualify me as NAJAC President."

Robin Bell

Robin Bell
Vice President

Age: 18
School: Class of '81, Harrison High School
JA area: Lexington, KY
JA activities: Achievers Association Treasurer,
School activities: French Club, Band, National Forensic League, Speech Club, Drama Club
Other activities: Church, Youth Council, Choir,

"A stealing, pushy, two-faced people-user is necessary for NAJAC. Someone willing to steal time to devote to NAJAC, willing to be pushy to aid the conference in reaching its potential, two-faced enough to find the balance between education and entertainment, and a people-user interested in your ideas for NAJAC."

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JA activities: Achievers Association Treasurer,
School activities: French Club, Band, National Forensic League, Speech Club, Drama Club
Other activities: Church, Youth Council, Choir,
If elected NAJAC Vice President, my main goal would be to serve and act on behalf of the delegates to the national conference and to make NAJAC the best it could be for each Achiever. I have ideas for NAJAC, but you must accept some responsibility to express your feelings, and make NAJAC the growing changing conference it has potential to be.

Vote for a steady, pushy, two-faced people-writer. Vote Heather Halfacre, NAJAC Vice President.

Chip Hardt
Conference Vice President

Age: 18
School: Class of '81, North Central High School
JA area: Central Indiana
JA activities: AA Speakers Corps President, Business Basics Instructor
School activities: Student Council, Speech Team, Sales Club
Other Activities: Model United Nations, Indianapolis Youth Congress

Awards: Area Safety Director of the Year, Area V.P. Production of the Year, Area Outstanding Young Businessman President of the Year

"I, Chip Hardt, submit my name as a candidate for validation for nomination to the office of Conference Vice President for NAJAC '82. I feel that as Vice President I will be able to make greatest use of my own resources and potential to serve Junior Achievement and NAJAC '82 to the best of my abilities. As Conference Vice President, I pledge not only my time and commitment to Junior Achievement, but my willingness to effectively communicate with my fellow officers, help provide ideas and leadership to NAJAC '82, and uphold the high standards of the Conference, as I execute the duties of the office of Conference Vice President."

Olga Bruno
Conference Secretary

Age: 18
School: Class of '81, Greerz Salt Lake
JA activities: COJAC
School activities: National Honor Society, FBLA, Class Officer, Ski Club, Pep Club, and Choir.
Other activities: Candystriper Vice President, Offices within my church, piano teaching, and sports.
Awards: 100% Attendance Award, $400 Sales Club, all Progressive Awards.

"I feel I am well qualified for the position of Conference Secretary. I have a good understanding of Junior Achievement and I possess the necessary skills to be an effective Secretary. If elected as Conference Secretary, I promise to fulfill and uphold all duties and responsibilities which apply to my office."

Mary Sabolisce
Conference Secretary

Age: 16
School: Class of '83, Holy Family High School
JA area: Ohio Valley
JA activities: NAJAC, JAMCO, Achievers Association Secretary (2 years), Business Basics Instructor, Speakers Corps
School activities: Honor Society, Juniorettes, Yearbook Editor, French Club, Latin Club, Student Council
Other Activities: Church Choir, Red Cross, President of Kentucky Junior Classical League, delegate to the National Classical League Convention Awards: Outstanding Young Businesswoman (2 years), Dale Carnegie Scholarship, Operation Enterprise Scholarship, Achiever Award, Junior Executive Award, Finalist Treasurer of the Year, Finalist President of the Year, NAJAC Public Speaking Semi-finalist, Semi-finalist JAMCO Vice President, 100% Attendance

"The job of a Conference officer is one of service. It requires a great deal of dedication to the ideas and individuals that are Junior Achievement.

I want NAJAC to live on not only in our memories, but in our actions as well. Together, we can make the enthusiasm and warmth of NAJAC an everyday occurrence.

As a candidate for NAJAC secretary, I not only feel qualified to take on such responsibility, but also pledge to do my best to make the dreams and goals of my fellow Achievers into realities."

Julie Wetherell
Conference Secretary

Age: 16
School: Class of '83, Okemos High School
JA area: Mid Michigan
JA activities: FUB Speaker, Mid Michigan Achievers Association Secretary, Vice President, NAJAC '79, '80, '81
School activities: Soccer, Music, Thespians Troupe (drama), Literary Magazine, French Club, National Honor Society, United Nations Club, Treasurer, Secretary Elect, Michigan State Champion Quiz Bowl Team
Other activities: Law/Government Explorers, Post, Campus Life, Guitarist and Singer in Church Folk Group
Awards: 1979 & 1980 area Treasurer of the Year, 1980 National Treasurer Quarter Finalist, 1980 area Best Salesperson, First runner up, 1981 area President of the Year

"As a third-year NAJAC delegate, I believe I share your feelings in saying that this conference has been one of my most rewarding experiences. Our objective, however, is not merely to maintain the high quality of NAJAC 1981, but to improve upon it. Communication and more Achiever input are essential, for without all of us, the potential of a National Junior Achievers Conference cannot be fully reached.

I promise, as National Conference Secretary, to combine your views and recommendations with my dedication to lead the way to an even more successful NAJAC 1982."

Karen Hill
NAA Chairman

Age: 16
School: Class of '83, Lake Howell High School
JA area: Orlando, Fl

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Candidates announced

Karen Hill
NAA Chairman
(continued from page 5)

JA activities: Toastmasters, Achievers Association offices held; Corresponding Secretary, Vice-President, Speakers Corps, Achievers' Communications Team, SUNJAC '79, NAJAC '80 JAMCO '80 School Activities: Key Club, Drama Club, Student Government, Journalism Other Activities: Church Youth Group Awards: Secretary of the Year 1980, Orlando; 100% Attendance (2 years); Outstanding Young Business Woman, JAMCO; Outstanding Achiever's Association Member of the Month, October; Vice-President of Marketing of the Year, Outstanding Young Businessperson, Orlando; 3rd Place, Voice of Democracy VFW Speech; Hugh O'Young Youth Leadership Award, 1980 National Semi-Finalist, Secretary of the Year.

"As your 1982 National Achievers Association Chairman, my major goal is to form a strong nation-wide team consisting of NAA officers and area Achievers Associations. This team, through improved communications, and efficient use of resources, can then work toward the strengthening of Associations across the country. My experience as an Association officer will let me understand the problems of the Associations and their officers. As your NAA Chairman, I will devote all of my time, talent, and enthusiasm to making your Association reach its fullest potential."

Sean O'Scannlain
NAA Chairman
Age: 17
School: Class of '82, Jesuit High School JA activities: President, Columbia Empire Achievers Association, Oregon Management Conference, Achievers Association Committees School activities: Student Government, Soccer

Dave Waelt found an added bonus among the rewards of the JA high school program this year—he received a summer job through his JA contacts.

Dave, a fourth-year Achiever from Chicago, worked as a market researcher and analyst for Aristocrat Inns of America.

The job offer came from Ed Hagen, marketing vice president of Aristocrat Inns and member of the Sales and Marketing Executives, sponsor of the Chicago JA best sales contest. Hagen judged the contest, and first met Dave as a contestant. Dave has won the contest the past two years. After Hagen heard Dave speak at the

Dave Waelt

local Future Unlimited Banquet, he decided to offer him a summer job. Dave prepared a market survey for the company, compiling information on the preferences and traits of the hotels' customers. Dave also analyzed the data and prepared a report on his work.

"It was very interesting work," remarks Dave. "I had a chance to do work that I really enjoy, which changed my mind about what I want to do (in the future). I was going to be a veterinarian, but this year I decided to study business and marketing in college instead." Dave will major in marketing at the University of Illinois this fall.

Dave received three other job offers while working at Aristocrat Inns. One was for selling radio advertising. Another, which he accepted part time, was for supervising workers at a large annual housewares show in Chicago.

Dave has a job ready and waiting for him next summer. The company has a pool party each summer, and Dave will serve as coordinator—making cold calls, booking space, and organizing activities at the party.

"If I had not been in JA, I would not have had the chance to do this type of work, and to have a job that I enjoy this much," remarked Dave.

Summer job is one benefit of JA

Contest semi-finalists

President
Robin Barker, Birmingham, AL; Dennis Greene, Atlanta, GA; Tony DiTocco, Ft. Lauderdale, FL; Daniel Eder, Milwaukee, WI; Gregory Evans, Battle Creek, MI; Barbara Feiler, Denver, CO; Chip Hardi, Indianapolis, IN; Rudy Hymer, Oklahoma City, OK; Diane Kozak, Oklahoma City, OK; Barbara Feiler, Denver, CO; Chip Hardi, Indianapolis, IN; Michael Grant, Dallas, TX; Ellen Sigman, Miami, FL; Walter Steele, Chicago, IL; Michael Steffancin, Minneapolis, MN; Carol Maier, Minneapolis, MN; Timothy Arcand, St. Paul, MN; Scott Reimer, Minneapolis, MN; J.T. Smith, Louisville, KY; Steve Szczekiel, Cleveland, OH; Gordon Wicks, Sioux Falls, SD; Kenny Wozel, Tampa, FL.

Vice President of Administration
Dawn Anderson, Los Angeles, CA; Scott Harimoto, Honolulu, HI; Theresa Hart, Fort Lauderdale, FL; Laura Johnson, Washington, DC; Rolanda Johnson, Denver, CO; Rebecca Landry, New Orleans, LA; Christine Linden, Milwaukee, WI; Dina McDuff, Dubuque, IA; Cheryl McLane, Oklahoma City, OK; Laurie Lewis, Seattle, WA; Kathy Olson, Minneapolis, MN; David Porter, Kansas City, MO; David E. Sorokin, Lafayette, IN; Steven Wheatman, Miami, FL.

Vice President of Production
Chris Canfield, Los Angeles, CA; Manuel Dea Guinn, Santa Clara, CA; Margaret Dougherty, Rockford, IL; Martin Gawley, Cleveland, OH; Tim Giles, Wichita, KS; John Heber, Dubuque, IA; Russell Hermus, Kau Kaun, WI; Tinker McKee, Columbus, OH; Douglas Miller, Pittsburgh, PA; Scott Reimer, Minneapolis, MN; J.T. Smith, Louisville, KY; Steve Szczekiel, Cleveland, OH; Gordon Wicks, Sioux Falls, SD; Kenny Wozel, Tampa, FL.

Vice President of Marketing
Lori Boughin, San Francisco, CA; Maria Carson, San Jose, CA; James Caster, Fort Lauderdale, FL; Rosemarie Emanuel, Stamford, CT; Mary Gersbeck, Denver, CO; Daniel Herp, Louisville, KY; Karen Hill, Orlando, FL; David Jackson, Chicago, IL; David Lennert, Cincinnati, OH; Todd Lor, San Francisco, CA; Carol Maier, Minneapolis, MN; Theodore Monroe, Lexington, KY; Carol Munson, St. Paul, MN; Scott Welz, Elkhart, IN.

Public Speaking
Timothy Arcand, St. Paul, MN; Gillian Benen, San Francisco, CA; Michael Bishop, Jacksonville, FL; Frank Chen, Albany, NY; Kelcy Dixon, Birmingham, AL; Joleen Grauman, St. Paul, MN; Scott Welz, Elkhart, IN.

Best Sales
Heidi Bair, Lancaster, PA; Anne Bazan, Chichester, MA; Michael Bouchter, St. Paul, MN; David Compton, Indianapolis, IN; Kenneth Fanchi, Elkhart, IN; Anthony Fontaner, New York, NY; Peter Gabriele, Providence, RI; David Hanson, Lansing, MI; Michael Henry, Salt Lake City, UT; Jay Klapke, Apache Junction, AZ; J. Scott Kennedy, Birmingham, AL; William Sowers, York, PA; Juanita Strong, Canton, OH; Richard Von Gnechten, Honolulu, HI; Clifford Schumaker, Ft. Wayne, IN.
Operation Enterprise is a hit

For the second year, the American Hardware Association offered ten scholarships to Achievers last spring. The awards specify that one boy and one girl from each region be selected to attend "Operation Enterprise," a program for high school and college students conducted by the American Management Association in Hamilton, NY. The scholarships put students together with men and women who manage the nation's businesses, cities, hospitals, schools, banks, civic groups and other vital organizations.

Letters received from two of the scholarship winners put into words some of the reactions of the entire group.

"I arrived at Operation Enterprise with many questions. Through discussions with Mr. Hayes, president of AMA, Mr. Schaeberle, chairman of Nabisco, Mr. McDonald, executive director of Learning Dynamics Institute, and Ms. Doucet, senior associate of Jackson, Lewis, Schnitzler and Krupman (to name a few) many answers emerged.

"Operation Enterprise has helped me realize that good management is tangible and achievable. 'PLAN, ORGANIZE AND CONTROL.' I still repeat it in my sleep. I wake up every morning to IMPLEMENT my OBJECTIVES," stated Amy Paayfen Chang, San Carlos, CA.

"Operation Enterprise scholarship applications are available through local AIA offices."

National Operation Enterprise winners, from front left: Rhonda Lee Cox, Battle Creek, MI, Paula Mencel, Bridgeport, CT, Erna Decker, Birmingham, AL; Back row: Buzz Ball, Dubuque, IA, John Kneisel (Toledo local scholarship), John Morrill, Portland, ME. Missing from the photo: Nicholas Hatchak, Scranton, PA, Amy Chang, San Francisco, CA, Dan Poppelaars, Minneapolis, MN, Robert Koch, Asheville, NC.
In the 38 year history of NAJAC, many Achievers from all over the country have attended the confer- ence. Each has had dif- ferent views about the free enterprise system. Anne Palombi, Orlando, FL, believes that the free enterprise system is a way of life. "I can do what I want, when I want. I don't have to worry about interference. I can be me," Anne added.

Robert Hodum is a Mem- phis, TN delegate who feels that the free enter- prise system has many benefits for him. He is planning to start his own company and doesn't think he will have the chance in a totalitarian country. This Achiever is glad he can make his own choices and take his own chances.

San Black, Rockford, IL is another Achiever who believes the system ben- efits him. "Businesses compete against one another. This makes it easier for me, the consumer, to buy what I want at a lower price. 'Competitive business allows for lower prices,'" agreed Tom Lute, a del- egate representing Wash- ington, DC.

"I feel it's the staff of life for the American society because it is what makes us different from dictatorships," said Kevin Hester, Ander- son, IN. "It allows people to go into business for personal gain."

"I believe in the free enterprise system. It says that the free enterprise system gives us freedom and indepen- dence. I added that he is glad to have an organization like Junior Achievement to teach him about business.

FREE ENTERPRISE:

What it's all about

Although JA is based upon the free enterprise system, everyone has a slightly different view of its meaning. Tom Shick, Warren, Ohio, put it this way: "The most im- portant fact to know and remember is the fact that the free enterprise system works for all of us."

GOURMET

WEDNESDAY F.M.
Roast Beef, Fruit Plate, Mixed Vegeta- bles, Toasted Salads, Strawberry Shortcake
THURSDAY A.M.
Orange or Apple Juice, Yeast Donuts, Grilled Eggs, Cereal, Toast
THURSDAY DINNER
Spinach Soup, Patty Melt, Corn Dogs, Po- lenta, Chips, Vegetables, Salads, Fruit Cup, Hush puppies

Slipping Sales?

JA companies all over the world have to deal with a variety of problems. Sales problems are very common and many delegates have some good ideas that may help your company.

Paula Bloom, St. Paul, MN, explains: "Our company took the top five salespeople to a nice Italian restaurant and gave them a pizza party. Those five Achievers could bring a date and eat all they wanted. The other company members paid."

Troy Williams, President of his company in Reno, NV once motivated a member by "Bettying a six pack of coke that I could sell more than he could by the next meet- ing."

Todd Lue, San Francisco, CA had many first year Achievers in his company so to motivate them he "came up with sales incentives like graduated commissions, weekly sales contests and established an initial sales training program using actual demonstrations and answering objections."

Monica Hicks had a sales problem in Bristol, TN that every JA company would love to have: What to do with all the extra money her company made. They had a few sales celebration par- ties and donated money to local charities.

Since sales problems are common in JA companies, a possible solution could be achieved by contacting someone in the department of your sponsoring firm. They may be willing to give a sales presentation on the answer questions about the correct ways to handle a sale. Good member rep- ort and pride in your company and product will naturally help your sales.

REUNIONS

McNutt Flagpole Reunions

Group Year Time Place
21 '80 4:00 Today
25 '80 4:15 "
26 '80 12:15 Thrus.
27 '80 4:15 Today
39 '80 4:15 "
50 '80 6:45p.m "