



The Achiever

News of the 38th National Junior Achievers Conference

Tuesday, August 10, 1982

Achievers proclaim volunteer spirit

"We're picking up on the spirit of volunteerism that is sweeping America," says Mike Bishop, Conference president.

The proclamation is "a symbol of our commitment to the communities which support us so strongly," says Bishop. It calls for April 2, 1983 to be Junior Achievement Community Action Day. On this day, Achievers from all over the country will give their time to community public service projects.

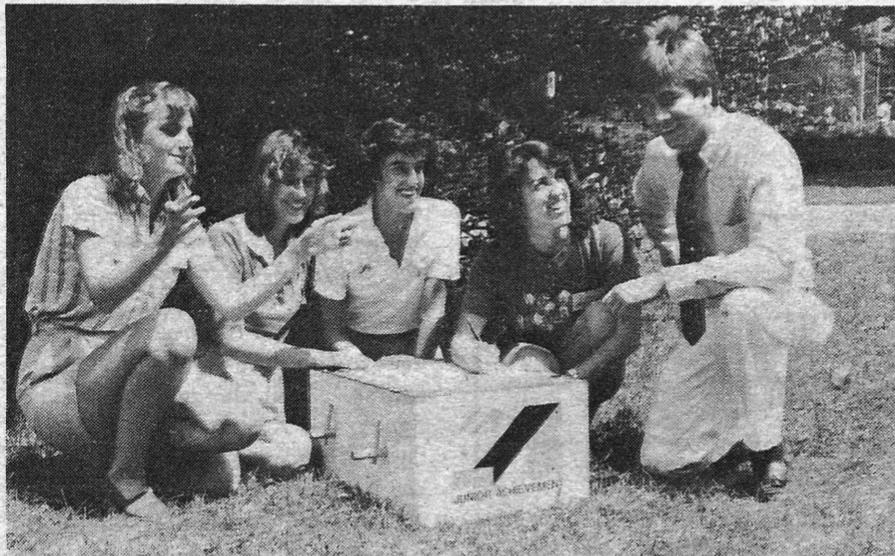
The purpose of the proclamation is to show that Junior Achievers aren't just working for themselves; they can also contribute to the well-being of their community by becoming more active in local service efforts.

The idea for the Junior Achieve-

ment Community Service Day is the brainchild of Mike Bishop and Chip Hardt, Conference vice president. Each JA area can take the initiative by helping charity and service organizations and by doing JA center work.

JA center improvements will show that the Achievers really care about the environment they work in, and the environment that their advisers counsel in.

Hardt hopes the proclamation will "integrate Achievers Associations towards a common national cause. Associations have had little personal guidance in the past, he says; and he predicts this project will be "the first time that youth across the country have gotten together to show support—volunteering to help



R. Beatty

NAJAC Vice President Chip Hardt encourages delegates to add their names to the growing list of support for a National Junior Achievement Community Action Day next April.

Hero receives welcome

What does an ex-Prisoner of War have to say to over 2,900 young folks who weren't even born when his plane went down? Plenty. Charlie Plumb said a lot about life, and success, and faith and the fabric of everything he feels about America at the General Assembly Monday night.

Plumb, a former Achiever from Kansas, was shot down south of Hanoi on May 19, 1967, and spent nearly six years in a prisoner of war camp in North Vietnam. During that time, he was tortured, humiliated and isolated. Forced to play games with toilet paper for entertainment, he and his fellow prisoners spent hours inventing elaborate communications systems to keep one another sane.

Plumb told his story with humor and poked fun at the most gruesome things he had to endure during his captivity. The message was simple: "When you come to a fork in the road you can either cry about it or laugh about it." Charlie Plumb chose to laugh.

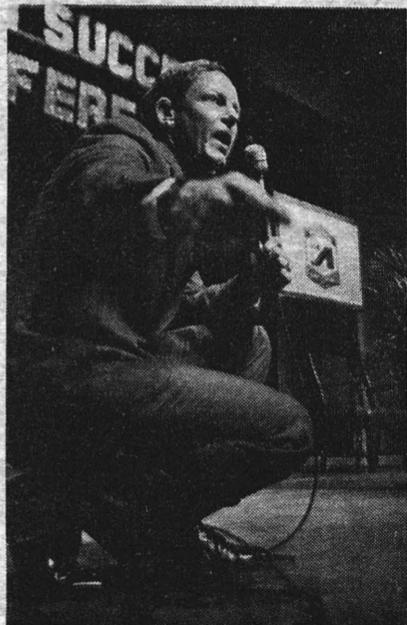
In spite of the laughter, the delegates got a serious message. He taught them the three principles of survival, learned from a fellow prisoner in the cell next door. "First, you have to have faith. The guys who live are the guys who believe; the guys who don't are the guys who give up. The second thing you need is commitment. You gotta be committed to your country, your flag, your home town and the things that make America great to you. And the third thing you need is pride."

He related anecdote after anecdote, sharing the philosophy which enabled him to start three successful corporations throughout, and made it very clear that "you gotta jump in the water if you want to swim . . . You have to take risks."

Plumb never presented himself as a hero, never asked for, or got any pity for the years he gave up. He presented himself as an ordinary fellow who served his country to the best of his ability and emerged a better man for it. That was the best part of his presentation.

Charlie Plumb didn't pretend to be special, his audience understood that he was, and that given the same set of circumstances, they could be special too. But then, heroes have always been ordinary men like Charlie Plumb, who made the best of extraordinary circumstances.

—K. Lynch



M. Root

Former POW Charlie Plumb.

their country on a massive scale."

Bishop stated that Achievers are "going to realize that they are going to get the most fulfillment and fun out of their experiences in Junior Achievement by not just working to make a profit in their companies, but by also lending a hand in their communities . . . we hope Achievers will support this project as much as the free enterprise system has supported them."

Delegates will have an opportunity to participate in the proclamation by

signing a scroll, which will be available in various locations throughout the week. The scroll will be encased in a box. The Conference officers are encouraging the full participation of the NAJAC delegates in this effort.

So be famous: be a nationally-recognized Achiever and help others, too. The proclamation, with the "Ark" petition, promises to be an exciting addition to NAJAC 1982, and the United States, 1983.

—A. Hippleheuser

Products on show tomorrow

NAJAC's product fair will take place on Wednesday in the Flame Room at McNutt. This year the fair will be open from 12:00 p.m. to 2:00 p.m. and 4:00 p.m. to 6:00 p.m., allowing two extra hours to review the products.

The product fair is run each year, according to Mariette Weldon, program coordinator, to select the five best products in the nation and for Achievers to have the opportunity to get new ideas. The requirements for entering a product are generating a minimum of \$600 in sales, plus it cannot be a kit product.

This year approximately 146 products are entered. The products range from clocks to chairs to a Christmas record to stained glass pictures.

quality, originality, degree of manufacturing by the JA company, number of production steps, availability of raw materials, Achiever appeal, marketability

and pricing.

Once the five finalists have been selected, representatives of each product will be interviewed. The Product of the Year will be announced Friday at the awards session. The Achiever representing the winning product will receive \$250. Second place will receive \$100. Third, fourth, and fifth place winners will receive \$50 each, with all representatives receiving trophies.

Achievers are encouraged to attend the product fair and vote for the product which they feel is the best.

Weldon noted that former product winners were selected on the basis of their quality, creativity, and the ability to blend sales with production.

The Top Sales Product this year comes from "Tulsa Games," a JA company in Tulsa, OK. The product, which grossed \$15,000, is a board game about the city of Tulsa.

—C. Redling

Officer update

We hope your week has begun well and that your enthusiasm builds as you experience all that NAJAC has to offer. We'd like to ask for the cooperation of every staff person and delegate in signing the "Ark."



If you enjoyed last night's Disco/Soul Dance competition, get ready for even more fun tonight. Our theme this evening is "Beach Boys and Babes," which features golden oldies from the 60's and the "Frankie and Annette" look. So bring your towels and come prepared to have a great time.



Congratulations and best of luck to all potential candidates and contest semi-finalists. Congratulations are also in order to the members of the top ten Achievers Associations, who will have their final interviews today.



Thought for the day: The only people who fail are those who fail to try.

Scholarships and Travelships

Awards available to Achievers

This article is the first in a four-part series that will appear in the Achiever this week. Each story will examine a different contest in detail. "Most of the information about national competitions, as well as an application form, is available at the local JA offices," explained Buffie Kaufman, national manager of program administration for Junior Achievement. She urges interested Achievers to contact their local area offices for details, then write or phone the national office if necessary.

The series schedule is: today, The Readers Digest Seminar and Operation Enterprise Travelships; Wednesday, The Royal Little Graduate Fellowship; Thursday, The National Essay Contest; and Friday, the Disney Scholarship.

"It was one of the best experiences of my life—after NAJAC, of course." That was how Conference Secretary Karen Hill described Operation Enterprise, a seminar she attended due to a national JA travelship. Each year, dozens of Achievers and JA graduates supplement their JA experience with cash awards and travelships, won in competition organized by national Junior Achievement.

The list of national competitions includes the Disney Scholarship, the Little Graduate Fellowships, the Readers Digest and Operation Enterprise travelships, and a brand-new Essay Contest. These contests require a variety of qualifications, and grant a number of prizes to the lucky winners, ranging from one-time cash awards to a four-year college scholarship.

Each year, 14 Achievers attend the Readers Digest Seminar, founded by DeWitt Wallace, late publisher of the Readers Digest, and his wife, Lila Acheson Wallace. Achievers that attend the seminar become members of the National JA Speakers Corps, and represent JA at local and regional conferences and non-JA functions.

Materials and instructions for the intensive five-day course are provided by Dale Carnegie. The 1982 conference in Washington, D.C. was attended by: Mike Bishop, Jacksonville, Fla.; Dan Eder, Milwaukee, WI; Rosemarie Emanuele, Bridgeport, CT; Chip Hardt, Indianapolis, IN; Arthur Hernandez, Stockton, CA; Karen Hill, Orlando, FL; Bruce Johnson, Louisville, KY; Matthew Kearns, Ashland, KY; Kathy Ko, San Jose, CA; Susan Lemley, Wheeling, WV; Carol Maier, Minneapolis, MN; Dina McFadden, Dubuque, IA; Paula Padgett, Louisville, KY; and Julie Wetherell, Lansing, MI.

Competition for the Readers Digest Seminar (RDS) is tough. Just to apply, one must be a contest finalist or winner, validated candidate, committee chairman, group chairman or alternate, or JA Bowl finalist. In addition, applicants must prepare an outline including the "points and key phrases" one would use in a recruiting presentation aimed primarily at inviting more boys and a majority of older students, 11th and 12th graders, to join Junior Achievement.

Wetherell, Conference secretary, says she learned "everything" at RDS. She was inexperienced at speaking, so she learned a great deal not only from the instructors but also from her fellow participants. Her advice for interested Achievers? "Definitely apply, if you are qualified." She felt that she would not be here, speaking as a Conference officer, without RDS training. The mostly impromptu work at RDS, in particular, helped her poise and self-confidence.

"You have earned the right to apply, it is one of the fringe benefits to take advantage of."

Applications for RDS are available at all information desks, and must be returned to the national JA office by September 1, 1982. Winners are chosen on the basis of conference performance, JA records, the speech outline, and geographic location.

Four RDS alumni served as panelists at this year's National Business Leadership Conference, fielding questions from Walter Cronkite, among other business leaders, and the conference audience.

Ten Achievers will improve their

management skills at Operation Enterprise seminars in Hamilton, NY again next summer. The scholarships are sponsored by the American Hardware Manufacturers Association, and held at the American Management Associations management training complex on Lake Moraine in New York. The 10-day seminar is designed to teach participants skills of management, leadership, motivation, organizational behavior, and personal achievement.

The high-school oriented Operation Enterprise Program is patterned after the AMA's management course for presidents that the organization provides for chief executives.

Hill recommends the course to any Achiever looking for a chance to improve management skills and self awareness, and particularly any NAJAC delegate looking to carry the Conference experience one step further. Hill states that Operation Enterprise teaches you how to motivate people and accomplish goals as a leader.

Any high school junior can apply for the travelship through his or her local JA area office. Area offices nominate promising candidates, and the national JA office picks the winners. "It was a fantastic experience," says NAA chairman Karen Hill. "It was like a slower-paced NAJAC. Since the group had only 37 people, we became very close friends through our experience in the seminar."

Scholarship winners can choose from five different meeting times in the summer. Fellow participants could be high school students from anywhere. Hill's peers included a group of top teenagers from Atlantic City, sponsored by Harrah's Casino, and the vice president of the Future Business Leaders of America. "The non-JA participants were very impressed by Junior Achievement," according to Hill. "They are dying for a program in Atlantic City." —T. Johnston

"The Phantom"

(continued from page 3)

will need more people with technical backgrounds, more teachers, and more overall generalists. It's a tremendous opportunity to get involved with an organization, which holds the best of both worlds—the private and non-profit sectors," Evans related.

Did Frank Evans picture himself as Conference Director when attending NAJAC as a delegate? "Back in my high school days, if someone told me I was going to stand up in front of this Conference [as its director], I would have told them they were crazy. I was a bit of a wallflower."

What words of wisdom does he have for the first-time NAJAC delegate? "Be persistent. Set some goals. Go after them. Don't set your sights too low. Take advantage of opportunities."

Frank Evans is a phantom no more.

1982

Workshop Schedule

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

	WED A.M.	WED P.M.
SELLING Morrison 007	45, 48, 51 53, 58	7, 10, 11 15, 21
COMMUNICATIONS Ballantine 013	38, 47, 50 52, 55	1, 16, 17 24, 30
CREATIVE TRAINING Swain West 007	32, 43	4, 9
INTERVIEWING SKILLS Geology 126	40, 56	5, 13
LEADERSHIP Business 102	54	26
PROBLEM SOLVING Business 103	33	22
MONEY & BANKING Business 219	46, 35, 57	3, 18, 20
COMMUNICATIONS Business 400	31	28
PUBLIC SPEAKING Woodburn 100	34, 36, 37 39, 42	2, 6, 8 14, 19
MOTIVATION Ballantine 142	60	29
PERSONAL GOAL SETTING Swain West 119	41, 44, 49 59	12, 23, 25 27

NAJAC gets a Dutch treat

For most of the 3,000-plus delegates attending NAJAC, English is a language granted by the virtue of citizenship, but for some delegates like Jifke Kuitse, English is a new experience.

Four years ago Jifke Kuitse came with her family to the United States from Texil, an island off the coast of the Netherlands. Kuitse's family came to America when her father accepted a position with M.B.S. Biblical Seminaries in Elkhart, IN. position with M.B.S. Biblical Seminaries in Elkhart, IN.

Her first encounter with Junior Achievement came through her older brother, who joined JA when he first arrived in the U.S. However, it wasn't until her senior year in high school that Kuitse joined the program.

It wasn't long after Kuitse joined JA that she was elected vice president of administration. Her company manufactured three products—custom mirrors, trivets and candles—all of which are in competition in the NAJAC product fair. Her

company is also in the running for Manufacturing Company of the Year.

An outstanding Achiever, Kuitse was a finalist in her local area for Outstanding Young Businesswoman, vice president of administration and Achiever of the Year.

After NAJAC, Kuitse will return to the Netherlands where she will begin her senior year. Because of a more advanced school system in the Netherlands, Kuitse was able to graduate from high school in Elkhart at 16. Kuitse will return to her native country to get an equivalent degree.

Kuitse's parents returned to the Netherlands in June, at the completion of her father's work. Kuitse remained just to attend NAJAC. Once she completes her education in the Netherlands, Kuitse will return to the U.S. and attend Goshen College in Indiana. Kuitse has not decided on a major, but if she attacks this challenge with the same enthusiasm that she attacked the English language, you can bet she'll be a success. —P. Di Pronio



R. Beatty

JA enters computer age

A voice from the computer terminal in the corner of the room said plaintively, "We got problems!" Ann Okrepke and Steve Erich were working on the computerized bed check lists and things were definitely not going right.

"You bring up the name on the computer," said Steve, pouring over a fat, official looking "print-out," and "I'll see if it's here."

Ann punched some keys on the Hewlett Packard terminal and the screen began to fill with words. She called out a name. Steve checked his pile of paper and called out triumphantly, "Here it is. That's a drop."

The NAJAC computer staff is busy this year learning to operate and understand the intricacies of the H-P computer that is doing so much to ease various Conference requirements.

Last June, in Stamford, CT, Ann, Steve, John Szymanski and Buffie Kaufman began feeding names of NAJAC registrants into the new Hewlett-Packard 3000 Computer. Although all the bugs have not been worked out yet, Conference Registrar Lisa Cortese estimates that the computer will save three people two-and-one-half to three weeks of manual labor, just preparing the

Delegate Roster.

In addition to providing an accurate bed check list for the counselors, the computer has matched roommates, and has the ability to locate any delegate at any time, within seconds.

"We're doing a lot of corrections," commented Steve, "but there were always corrections, even when we were doing everything manually. Last year every change required rewriting the name about four times, and filing those four cards in the right place. Now all we have to do is enter it in the computer, and zip, it's done."

Of course, they did have their lighter moments when room assignments were made. Three girls ended up in the men's dorm, a couple of Achievers were assigned to more than one room, and, sometimes a bed was assigned to more than one occupant.

All in all, though, the computer, which is feeding information to Stamford, CT through telephone wires, is a godsend. Hours have been cut for staff by three to four a day, and delegates can get their messages with a minimum of delay.

NAJAC has joined the computer age.



J. Gaskell

Jifke Kuitse of Elkhart, IN relaxes in the Briscoe courtyard with friend Mary Dean of Akron, OH.

News capsules

TEL AVIV . Israeli Prime Minister Menachem Begin said Sunday that Israel will let as many as 2,500 Palestinian guerrillas remain in west Beirut until a multinational peacekeeping force is in place around the besieged Lebanese capitol.

WASHINGTON . Secretary of Commerce Malcolm Baldrige says there can be no guarantee that unemployment—now the highest since World War II—will not top 10 percent.

REVELSTOKE, BRITISH COLUMBIA . Four teenagers and two adult leaders from Spokane County, Washington who died on a "basic Boy Scout trip" in the Canadian Rockies may have been victims of high winds and waves that swamped their boats.

ANKARA, TURKEY . The death toll rose to nine as a result of a bloody airport shootout during the weekend between police at Ankara's Esenboga Airport and Armenian terrorists. One of the victims has been identified as an American tourist from Falmouth, Massachusetts.

SAN FRANCISCO . Former Secretary of State Alexander Haig was paid \$20,000—nearly one-third of his Cabinet salary—to address the American Bar Association convention. The speech was his first since resigning June 25.

INDIANAPOLIS . A tentative agreement has been reached to avert the threatened strike by machinists at USAir. Failure to prevent a walkout could have curtailed the airline's flights by as much as 30 percent, airline spokesmen said.

KIEL, WISCONSIN . The best chuggers in the heart of dairy country used teamwork during the father-son milk drinking contest to down seven glasses of milk in 15.42 seconds. Said winner Brian Hill, 26, "I guess my technique comes from college beer drinking practice."

ALBANY, NEW YORK . If you picked up a New York State Lottery ticket Saturday while coming to NAJAC, check the numbers. Lotto officials report an unclaimed prize from last week's drawing. The holder of the single ticket with all six of the numbers picked in the lottery—7, 12, 15, 18, 34 and 39—has not yet come forward to receive the \$5 million jackpot.

"The Phantom" is here

Earlier this summer, when Assistant Conference Director Buffie Kaufman mailed a preliminary list to prospective grad staff with their NAJAC assignments, "The Phantom," was listed as Conference Director.

That was because the job of National Director of Program Operations was vacant at the time. That individual heads up NAJAC as part of his responsibilities.

Three weeks ago, "The Phantom" became Frank Evans. Evans is an eleven-year JA professional who was transferred from the Western Regional office in Denver to the national program operations job.

He is no stranger to NAJAC, having attended the last four Conferences, most recently as administration director.

Many people don't realize the preliminary work that goes into a successful Conference, Evans speculated. "The Conference almost runs itself, due mostly to the work done by the summer staff ahead of time. There are an awful lot of very dedicated and committed people coming back (to the Conference staff) year after year."

If there is anything tough about

his job as Conference Director, Evans predicted, it will be choosing future staff members. "We're going to be looking at a lot of good people, with a lot of potential. That'll be tough."

A more current problem is the oversupply of girls to boys at the Conference, the subject of a big chuckle when revealed at Sunday evening's general session. Evans, however, takes the problem a little more seriously. "There's no room at the inn (for girls)," he commented. "We have some rooms doing double- and triple-duty." Evans hopes to inform area staff members at their yearly professional conferences about the need to send balanced delegations to the Conference.

Another important area for the Conference Director is revealing the tremendous career opportunities in JA to younger counselors completing their college educations. "We are really on the threshold of giant steps in our program organization and structure," he stated.

All of these major steps will require a continuous need for new professional staff, he says. "We

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Achiever Expression

The Incredible Journey

"Where did you say registration was?"

"Through these doors, to your right and up the walk, down the street, around the corner--it's on the right."

"That was..."

Too late, he's gone. Well, maybe I can find it on my own.

Let's see... through these doors to my... left? Fenie, meenie, minie, mo, left or right, which way to go? Left it is. Up the walk, down the street, around the corner, on my right? This can't be. I knew this was a fun conference, but con-

test registration in a bar? I think I'm lost. Well, if I retrace my steps, I'll start over. I think now at least, I'm back on campus. That even looks like the registration tent. I'll ask this group of people...

"Am I..."

"What do you want for your buttons? I'll give you a bag and a sticker for your buttons."

"Wha..."

"Aw, come on,

"Okay."

"Hey, what do you want for your shirt?"

"This is ridiculous. I've got to register for my contest, talk to me later."

At least I guessed right, this is Briscoe, and I can finally register.

"Is this where I register?"

"Out those doors, to your left, in those doors, go right."

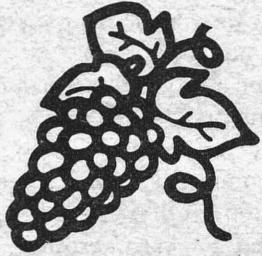
"Thanks, I think."

"Is this where I register?"

"Yeah! Where's your registration form?"

"Registration form?"
-Walter Steele, Chicago

FROM THE GRAPEVINE



Group 51 challenges any group in volleyball. To set up a game call 5-9339 Wednesday at 4 pm.

Results from Achiever Elections Committee Elections: Chairman, Michael Ziegler, Chicago, IL; Validations Committee, Tom Fannara, Mississippi Valley; Larry Schwartz, Baltimore; Candidate Liaison, Kimberly Murd, Toledo, OH; Promotions, Stacey Strawn, Hampton; Rules & Debate Committee, Christy Colgan, New York; Brad Duncan, Greensboro; Polling, Gary Friedman, Orlando, FL; Pat Vesey, Dallas, TX; Operations, Michael Asebrook.

Foster Information will be raffling a "Share Yourself" bulletin board. To enter you must contribute something to the board. An "autograph wall" will also be given away. All staff and delegates are encouraged to sign. Raffle will be held on Thursday.

Staff member Rob Ray has just been selected an "Outstanding Young Man of America, 1982 for excellence in professional endeavors and civic activities.

Are you one of a kind? Are you the only member of your delegation? Then we want you. If your delegation has three or fewer representatives, please come to the Public Relations Office in Briscoe "A" this afternoon during your free time. We need one of a kind delegates for interviews.

All delegates are invited to become members of the 9 vine. Just ask members of the vine for details.

A brown leather suitcase has been lost! It contains all personal belongings for the week. If you happen to come across a suitcase that is wandering hopelessly around looking for me, please detain it or return it to the Foster Dorm or to the Foster Info. desk in Harper, or call 5-2567.

Attention Chris: Group 31, 1981 is desperately trying to find you. Please meet us Saturday at the McNutt Flagpole at 4:30 pm Tuesday.

Mark Topash, if you are here, please meet Elizabeth Laughlin at the Foster Flagpole Tuesday at 4:30 pm.

Happy birthday to Bob Tibbet who turns on Tuesday.

Happy birthday Toni Ballard, Group 6. Love, Mommy and Daddy.

The Buffalo delegation will meet at the Buffalo tree outside McNutt on Tuesday, Wednesday and Thursday at 4 pm.

Our hearts go out to Captain Mimeo, heartlessly replaced by a copy machine.

REUNIONS

Group	Time	Place
3	Wed. 1:30	McNutt Fl
6	10:00pm	" "
7	4:00	" "
10	4:30	" "
22	4:00Wed.	" "
37	4:00	" "
57	4:15Wed.	" "
8	12:45Wed.	McNutt-guy's side as usual
20	4:00	Briscoe Fl
48	4:00	" "
56	5:00	" "
58	3:30	" "
36	After eve-	Foster Fl
	ning general session	
38	6:45	Foster Fl
	(contact Suzy Gr.23	
	if you can't attend)	
53	1:00Wed.	McNutt-North courtyard
44	4:45	behind Shea

* Unless otherwise noted, all reunions are Tuesday, pm.

Swami Prediction



- An epidemic of Mononucleosis will occur and will be traced to T*A*S*T*E (Trans American Smooching Team) members.

- The upper balcony of the auditorium will collapse during "We've got spirit, how 'bout you?" chanting rounds.

- Richard Simmons will become a "Pink Fink" to lead group jogs to and from the general assemblies.

- Radio Free NAJAC will produce an album called "She's a NAJAC Girl" that will hit the top Ten.

- The Public Speaking impromptu speech contest topic will be "Why I Think Extra-

Terrestrials are sexy."
- A "new and improved" generic placebo will be marketed by a JA company next year. It will be sold as a combination toothpaste, deodorant and decorative cake icing.

- At least one person will become bald by a prankster who fills up shampoo bottles with "Nair".

- Donna Howell, Orlando

GOURMET

TUESDAY P.M.
Pork Chops, Scrambled Eggs, Dressing, Potatoes, Green Beans, Apples, Cole Slaw, Cherry Pie, Peach Slices

WEDNESDAY A.M.
Scrambled Eggs, Hash Browns, Cereal, Toast

WEDNESDAY NOON
Chicken Soup, Ham Sandwiches, Sloppy Joes, Tomatoes, Peaches, Brownies, Bananas, Pear

HAVE A ☺ HAPPY DAY!