



# The Achiever

News of the 38th National Junior Achievers Conference

Wednesday, August 12, 1981

## 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 delegates 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 Kearns, 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 Gilbert Folleher, 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, except 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 works!

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 300%-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 from 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 reasons 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.

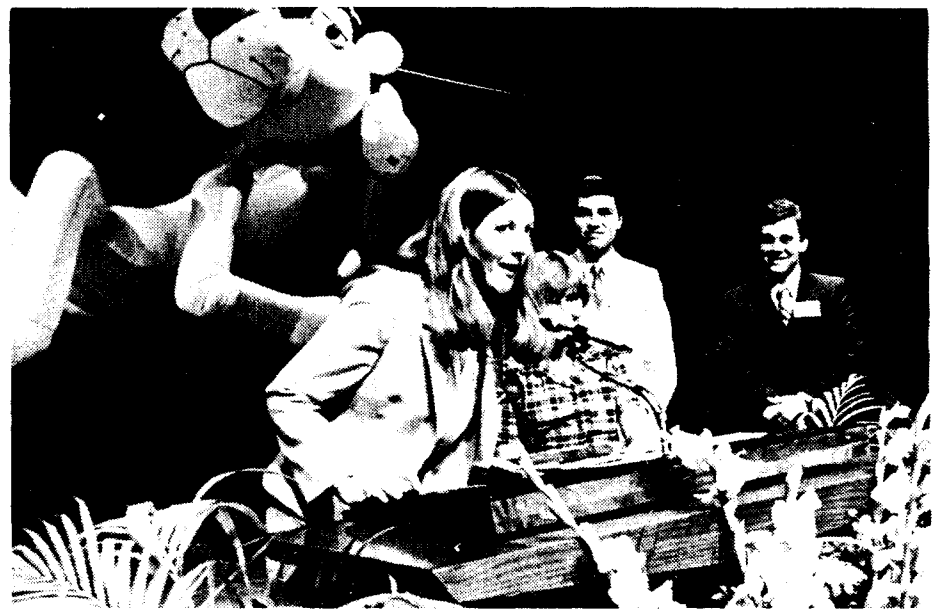
The beginning was not as rosy as their current situation. They knew that they had a unique product, but they also knew that they would have to develop and search out their own market. This is what they did, by hitting the streets and knocking on doors. This is where the hard work

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.

D. Repp

## Officer update

Today is Business, Industry, and Education Day. Business and civic leaders from all over the United States will be visiting to talk with you. They are interested in your ideas, and would like to share their's with you. Take the time to welcome our B.I. & E. Day guests to NAJAC.



The validated candidates will be debating today at the tennis courts according to the following schedule:

Vice Presidents—1:00 p.m.  
NAA Chairmen—4:00 p.m.  
Secretaries—5:00 p.m.

Learn more about the candidates and their ideas through the lively debates. If it should rain, listen for new locations.



Congratulations to contest finalists! We wish you all the best of luck in your final interviews.



This evening is the Talent Show, full of drama, ingenuity, and laughs. Good luck to all talent acts tonight.



Candidates for NAA offices will be giving their campaign speeches today. Best of luck to you, also.



There is a tennis tournament today at the Woodlawn tennis courts across from the old fieldhouse. Anyone interested in entering should report there at noon today. The tourney will be single elimination, and the contestants will play 12-game pro sets. GO FOR IT!



Quote of the Day: Some men see things as they are, and ask "Why?" I dream things that never were and ask, "Why not?" Robert Kennedy.

## Award

(continued from page 3)

work. Unfazed, they stuck with the medical market and by their second year were realizing a profit.

In 1971, they acquired Hazleton Laboratories. Due to successful management and a fine research program, the laboratory began to grow—a pattern continuing to this day.

From JA president to corporate president, Donald Neilsen has lived up to the title of Outstanding Achiever. —B. Bailey

# Course prepares for youth careers

Last year, Suzanne Gildea 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 Humanities 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 Humanities, 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 Humanities 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 contestant.

If you're contemplating a JA career, be sure to attend the Program Development workshop Thursday evening at 7:30 in the Briscoe "B" cafeteria, and learn from Jim Goodman, national personnel director, and Don Wilkins what American Humanities 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.



Suzanne Gildea and Donald L. Wilkins talk about the advantages of American Humanities career training.

E. Thomas

## 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 scores

in the upper half of the range.

Achievers Toby Lanzer from the Hartford delegation and Kathy Davaney from Houston have been selected from 25 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.

Leadership  
Selling  
Public Speaking  
Communication Skills  
Consumer Awareness  
Money & Banking  
JA Program Development  
Creative Training  
Communication Skills  
Free Enterprise  
\*Discussion Groups

Morrison 007  
Rawles 100  
Myers 101  
Ballantine 013  
Woodburn 100  
Woodburn 101  
Woodburn 110 (112)  
Ballantine 103  
Woodburn 003  
Ballantine 204

Thursday  
AM

7,9,11,13,15,17  
3,5,29,43  
53,55,57,59  
21,23,25,31  
33,35,37  
47,49,51  
27  
45  
39,41  
1,19  
all even # groups

# 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 compound 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.

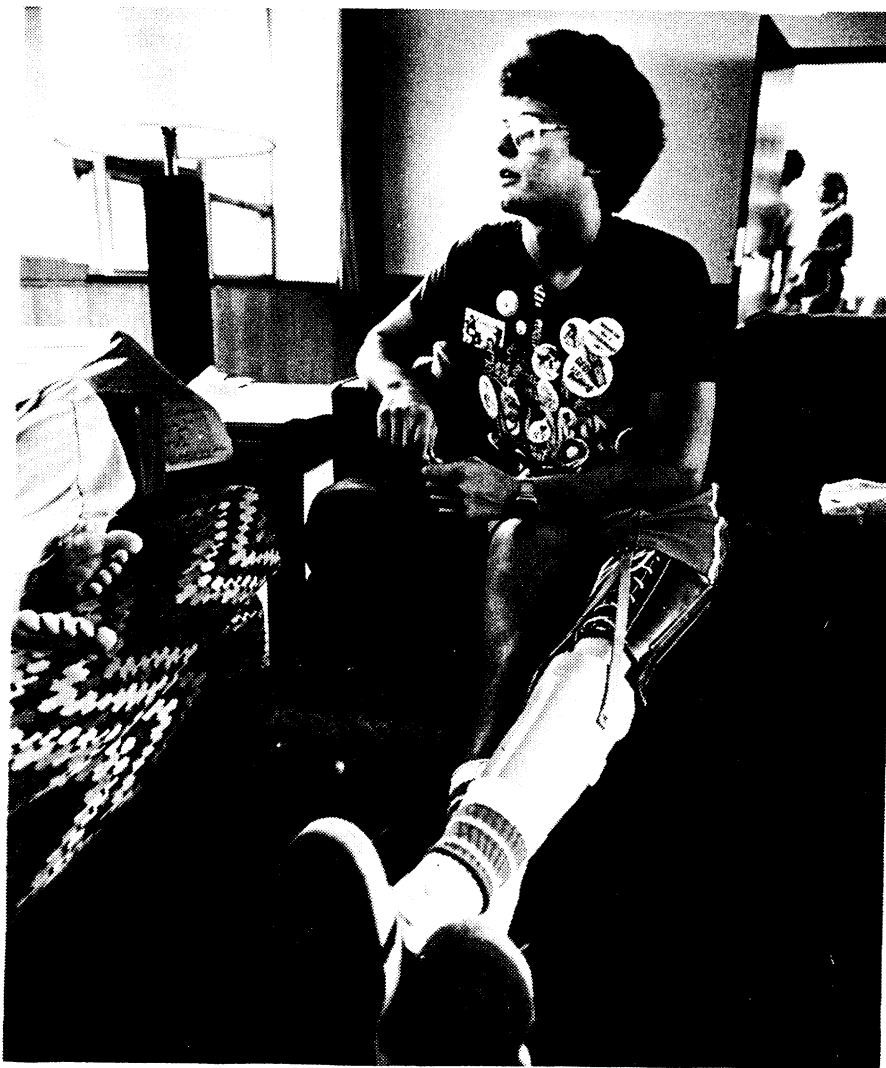
Swinehart's fortitude did not go unnoticed. Georgia governor George Busby appointed him to the Georgia Governor Honors Program, along with 600 other top high school students. The six-week program, held in Valdosta, included workshops, discussions and seminars on various business operations and current 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 irate customers, taking inventory, filing, 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.'"

"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

## News capsules

**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 Littel of the St. Louis Cardinals, breaking the all-time National League hit record of 3,630 formerly held by Stan Musial. President Reagan telephoned his congratulations and said Rose "brought the season back in style."

**MILWAUKEE, WISCONSIN...**Mike Dochterman broke 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 cats 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 \$25,000.

## Neilsen Receives Award

Donald Neilsen is proud to have held the presidency of four businesses—three Junior Achievement companies and now, Hazleton Laboratories.

Neilsen, who will receive the JA Distinguished Graduate Achiever award Thursday morning, has been the president of the bio-medical firm since 1969. The \$43 million a year company is a major supplier of research animals which they breed and produce for experimental use. In addition, Hazleton Laboratories is heavily involved in research involving the testing of new products and

chemical compounds for safety and environmental effects and in the production of highly sophisticated laboratory equipment.

Of course, Neilsen didn't move from JA president to corporate president overnight. Neilsen attended the University of Washington in Seattle, majoring in Finance and Accounting. After receiving his degree in 1960, he attended Harvard Business School. In 1963, Neilsen received his MBA degree and went to work for VWR United Corporation in Seattle. As Assistant to the President, Neilsen was responsible for new product development and profit improvement programs. When he left VWR in 1969, Neilsen had assumed duties in internal consulting regarding financial and marketing problems, financial planning and acquisition analysis.

An automated rat cage in 1969 provided the beginning for Neilsen's research and development career. Neilsen joined Kirby L. Crammer and the two began looking for a research and development company to buy. They found one while flipping through the yellow pages.

After acquisition and manufacturing had begun, the partners realized that their machine wasn't going to bring them success—it just didn't



Donald Neilsen

(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, NBLC  
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  
President**

Age: 18  
School: Class of '81, Skyline High School  
JA area: Greater Salt Lake  
JA activities: Readers Digest Speakers Corps, Speaker S.L.C., El Paso, Speaker Idaho Falls



**Mary Sabolsice**



**Brett Scharffs**

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  
Vice President**

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



**Julie Wetherell**



**Robin Bell**

Handbells, Puppetry drama, Missions group  
Awards: President of the Year, Outstanding Achiever, Best Speaker, Best Salesperson

*"I, Robin K. Bell, do hereby declare my candidacy for the office of Vice President of NAJAC 1982. I have reviewed the expectations of this office and feel that I meet all qualifications. The information on my forms is correct to the best of my knowledge; my campaign speech is my original work. If elected Vice President I will do my best to uphold the responsibilities entrusted me."*

**Heather Halfacre  
Conference Vice President**

Age: 18  
School: Class of '81, Elizabeth Town High  
JA area: Louisville  
JA activities: Achievers Association Treasurer, Speakers Corps  
School activities: Honor Roll, Band, Rifle Corps-Captain, Pep Club, French Club  
Other Activities: Church Youth President, Historical Society  
Awards: 2nd place Speaker of the Year, 2nd place Salesman of the Year

*"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."*



**Karen Hill**



# nal office announced



**Heather Halfacre**

*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 stealing, pushy, two-faced people-user. Vote Heather Halfacre, NAJAC Vice President.*

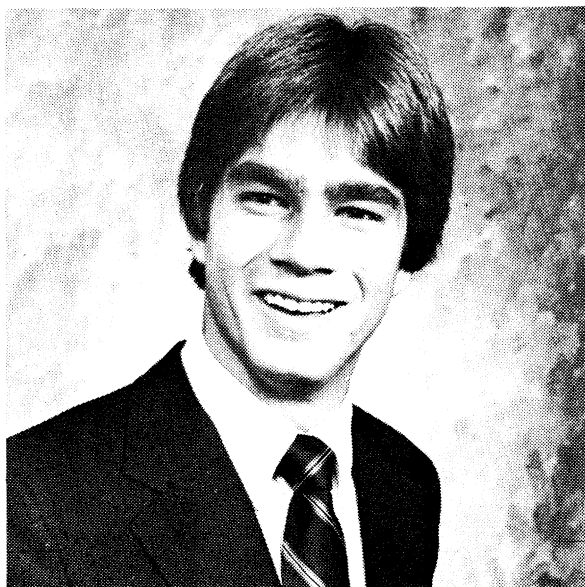
**Chip Hardt**  
Conference Vice President

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*



**Sean O'Scannlain**



**Chip Hardt**

*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, Skyline High School,  
JA area: Greater 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.

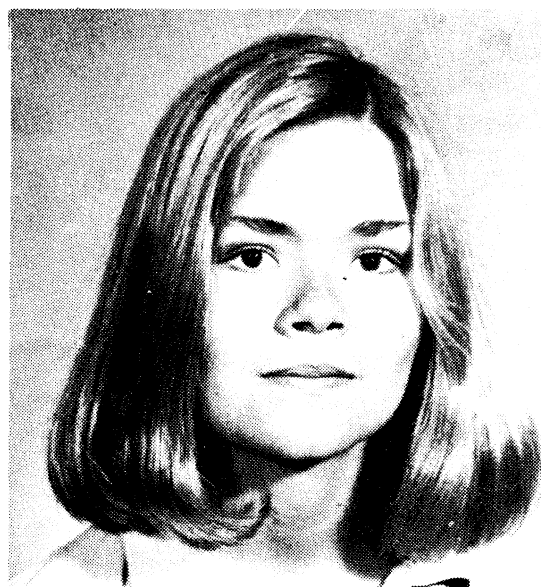
*"I feel I am well qualified for the position of Conference Secretary. I have a good understanding of Junior Achievement and I possess the necessary skills to be an effective Secretary.*

*If elected as Conference Secretary, I promise to fulfill and uphold all duties and responsibilities which apply to my office."*

**Mary Sabolsice**  
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*



**Olga Bruno**

*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, Thespian 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

*(continued on page 6)*

# 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 Achievers' 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'Brian 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 area:** Columbia Empire

**JA activities:** President, Columbia Empire Achievers Association, Oregon Management Conference, Achievers Association Committees  
**School activities:** Student Government, Soccer

**Team, Drama**

**Other activities:** Youth Advisory Council to Metropolitan Youth Council

**Awards:** Top Vice President of Marketing, Executive & Management Awards, \$200 and \$400 Sales Clubs

"I wish to become the National Achievers Association Chairman to continue my involvement and dedication to Junior Achievement."

I want to see the 1981-82 National Achievers Association be the best ever. To accomplish this, three goals must be met.

- The NAA must communicate well with all member Associations, and at the local, regional and national levels.

- The NAA must see to it that each Association is involved to the fullest.

- The NAA must be responsible for seeing that all involved Achievers are enthusiastic about all Association events.

If these goals are accomplished, the NAA will lead the way once again."

## Summer job is one benefit of JA

Dave Wattel 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 judges 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 Wattel

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.

## Contest semi-finalists

### President

Robin Barker, Birmingham, AL; Dennis Crean, Atlanta, GA; Tony DiTocco, Ft. Lauderdale, FL; Daniel Eder, Milwaukee, WI; Gregory Evans, Battle Creek, MI; Barbara Feiler, Denver, CO; Chip Hardt, Indianapolis, IN; Rudy Hymer, Oklahoma City, OK; Diane Kozak, Grand Rapids, MI; Michael Levy, New York, NY; Brian Monahan, Chicago, IL; Richard Titsworth, Toledo, OH; Ann Reed, Santa Rosa, CA

### Vice President of Finance

Ann Baumer, Buffalo, NY; Mark Cra-ven, Portland, OR; Greg Genrich, Indianapolis, IN; Michael Grant, Dallas, TX; Timothy Gross, St. Paul, MN; Leslie Jones, Boise, ID; Danny Jordan, Columbia, SC; Jennifer Keinath, Minneapolis, MN; Carol MacElree, Philadelphia, PA; Jeffrey Pan, Des Moines, IA; Kimma Rumble, Terra Haute, IN; Ellen Sigman, Miami, FL; Walter Steele, Chicago, IL; Michael Steffancin, Orlando, FL; Jill Trudeau, Toledo, OH;

James Michael Vaughan, Portland, OR

### Vice President of Administration

Dawn Anders, Los Angeles, CA; Scott Harimoto, Honolulu, HI; Theresa Hartlage, Louisville, KY; Laura Johnsen, Washington, DC; Rolanda Johnson, Denver, CO; Rebecca Landry, New Orleans, LA; Christine Linden, Milwaukee, WI; Dina McFadden, Dubuque, IA; Cherrilyn McLane, Oklahoma City, OK; Laurie Lewis, Seattle, WA; Kathy Olson, Minneapolis, MN; David Porter, Kansas City, MO; David E. Sorkin, Lafayette, IN; Steven Wheatman, Miami, FL

### Vice President of Production

Chris Canfield, Los Angeles, CA; Manuel Dea Guino, Santa Clara, CA; Margaret Dougherty, Rockford, IL; Martin Gawry, Cleveland, OH; Tim Giles, Wichita, KS; Joan Heber, Dubuque; Russell Hermus, Kau Kauna, WI; Tinker McKee, Columbus, OH; Douglas

Miller, Pittsburg, PA; Scott Reimer, Minneapolis, MN; J.T. Smith, Louisville, KY; Steve Szczecinski, Cleveland, OH; Gordon Wickward, Sioux Falls, MN; Kenny Worzel, Tampa, FL

### Vice President of Marketing

Lori Boughn, San Francisco, CA; Maria Carson, San Jose, CA; James Carter, Fort Lauderdale, FL; Rosemarie Emanuele, Stamford, CT; Mary Gersabeck, Denver, CO; Daniel Herp, Louisville, KY; Karen Hill, Orlando, FL; David Jackson, Chicago, IL; B. David Lennert, Cincinnati, OH; Todd Lue, 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 Benet, San Francisco, CA; Michael Bishop, Jacksonville, FL; Frank Chen, Albany, NY; Kelley Dixon, Birmingham, AL; Joleen Grussing, Los Angeles,

CA; Arthur Hernandez, Stockton, CA; Meredith Ille, Oklahoma City, OK; Bruce Johnson, Louisville, KY; Mary Kay Lauth, Washington, DC; Paula Mencil, Bridgeport, CT; Carmelita Moveland, Atlanta, GA; David Proctor, Salt Lake City, UT; Ronald Randolph, Nashville, TN; Mary Catherine Sabolice, Ashland, KY; George Van Hoomissen, Portland, OR; Lawrence Watson, Cleveland, OH

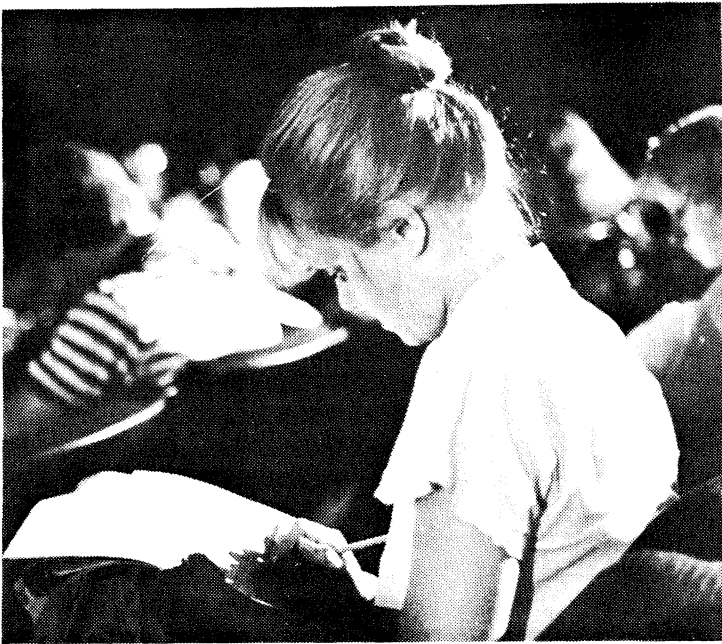
### Best Sales

Heidi Bair, Lancaster, PA; Anne Bazan, Chicopee, MA; Michael Boucher, St. Paul, MN; David Compton, Indianapolis, IN; Kenneth Fanchi, Elkhart, IN; Anthony Fontanet, New York, NY; Peter Gabriele, II, Providence, RI; David Hanson, Lansing, MI; Michael Henry, Salt Lake City, UT; Jay Klap-hake, Minneapolis, MN; Jay McKinney, Birmingham, AL; William Sowers, York, PA; Juanita Strong, Canton, OH; Richard Von Gnechten, Honolulu, HI; Clifford Schumacker, Ft. Wayne, IN



M. Root

# Achiever Moments



E. Thomas

## 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.

Robert Koch of Asheville, NC expressed similar sentiments, "The perfectly balanced combination of education and recreation at Operation Enterprise allowed me to learn much about management, and provided the opportunity to form many dear friendships."

Operation Enterprise scholarship applications are available through local JA offices.



National Operation Enterprise winners, from front left: Rhonda Lee Cox, Battle Creek, MI, Paula Mencil, 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 Hanchak, Scranton, PA, Amy Chang, San Francisco, CA, Dan Poppelaars, Minneapolis, MN, Robert Koch, Asheville, NC



# Achiever Expression

## FREE ENTERPRISE:

### What its all about

In the 38 year history of NAJAC, many Achievers from all over the country have attended the conference. Each has had different 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 Memphis, TN delegate who feels that the free enterprise system has many benefits for him. He is planning to start his own company and doesn't think he would have the chance in a totalitarian country. This Achiever is glad he can make his own choices and take his own chances.

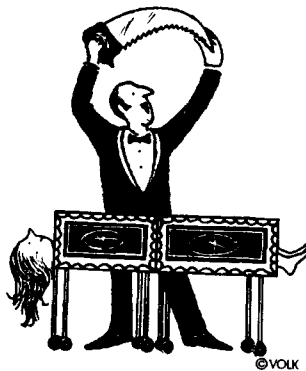
Sam Black, Rockford, IL is another Achiever who believes the system benefits him. "Businesses compete against one another. This makes it easier for me, the consumer, to buy what I want at a lower price."

"Competitive business allows for lower prices," agreed Tom Lutke, a delegate representing Washington, 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, Anderson, IN. "It allows people to go into business for personal gain."

Tim Tutt, Davenport, IA says that the free enterprise system gives us freedom and independence. He added that he is glad to have an organization like Junior Achievement to teach him about business

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 important fact to know and remember is the fact that the free enterprise system works for all of us."



## ENJOY TALENT NIGHT



## Remember To VOTE



### INFORMATION

#### REUNIONS

Group	Time	Place	Day	Year
5	4:15	Sembower Field Entrance	Today	'80
59	4:15	" " "	"	'80
18	4:15	McNutt (location of last years coke tent)	Today	'80
Unit A	4:20	Sembower Field Steps	"	'80
33	4:30	Harper Basement Rec. Room	"	'80

Chicago Area Junior Achievers Conf. 4:45 today at the Briscoe Flagpole.

Group 14 of JAMCO '79 (Bowling Green) 4:30 at the Briscoe Flagpole

Unit E 1978 Staff Reunion 5:00 at the Harper Steps

To 10 from 42... you've got the best taste here. Looking forward to the trip home. Don't forget the ice bucket!

To the mystery Buffalonian who called my house- Who Are You??? Mary

There will be an information meeting for delegates and staff who will attend Miami University of Ohio this fall at the McNutt flagpole, 4:15 p.m.

Wednesday. If you can't attend the meeting, contact Calvin Shane (Unit A - McNutt - 7-1172) or

Vicki Bardossy (Group 19 - 7-2689).

Jimmie Gern" Gilbert and Lisa Payne are celebrating their 9 month dating anniversary Wednesday at 2:30

Gary Morgan needs a ride to Cleveland Saturday. Call him at the PR office, 7-0275.

The Tucson delegation rode a bus for 36 hours and is in need of other delegations who had long rides to share in their insanity.

Thursday, each of the 16 Ohio Valley (Ashland, Ky.) delegates will wear a shirt with a word on the front and a number on the back. The word is part of a slogan; the number corresponds to the place within the slogan. The first person to recite the slogan to an Ashland delegate wins a backgammon game.

The Louisville Kentucky delegation wants to make everyone at NAJAC an official "Kentucky Country Kissin' Cousin"...free! Please contact a member of the Louisville delegation.

Group 56 would like to announce an indoor world record. Jim Andraitis of Cleveland, Ohio, sat with his elbow on the lunch table Tuesday for 15½ minutes before getting walked. Congratulations Jim!

Springfield and Sangamon Valley announce a Delegation meeting at 6:15 Today at the McNutt Flagpole.

Operation Enterprise (OE) 1980 & 1981 Reunion 5:00 Today at McNutt Flagpole B.Y.O.W.F.

Happy Birthdays to:

MaryAnn Karas (lovable pink fink)

Ellen (from the unpredictable, lovable unknown group)

Cindy Wilson Avery (belated) from the B'ham Delegation

The Pittsburgh Delegation has declared today as

"Official Kiss a Pittsburgher Day"

Chris (phone 7-4027) wants to trade a Duluth t-shirt for an Owensboro, KY large T-shirt.

Cleveland, Lorain has smashed the record for back seat stuffing - 30 delegates.

## 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 "Betting a six pack of coke that I could sell more than he could by the next meeting."

Todd Lue, San Francisco, CA had many first year Achievers in his company so to motivate them "I 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, IN 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 parties 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 and answer questions about the correct ways to handle a sale. Good member rapport and pride in your company and product will naturally help your sales.

## GOURMET

WEDNESDAY P.M.

Roast Beef, Fruit Plate, Mixed Vegetables, Tossed Salad, Strawberry Shortcake

THURSDAY A.M.

Orange or Apple Juice, Yeast Donuts, Grilled Eggs, Cereal, Toast

THURSDAY

Spinach Soup, Patty Melt, Corn Dogs, Potato Chips, Vegetable Salad, Fruit Cup, Butterscotch Pudding  
Nutty buddies.

## REUNIONS

### MCNUTT FLAGPOLE REUNIONS

Group	Year	Time	Day
21	'80	4:00	Today
51	'80	4:10	"
38	'80	12:15	Thurs.
17	'80	4:15	Today
35	'80	1:15	"
39	'80	4:15	"
2	'80	12:00	"
34	'80	12:45	"
12	'80	4:15	"
22	'80	4:00	"
50	'80	6:45pm	"
14	'80	4:00	"

### BRISCOE FLAGPOLE REUNIONS

30	'80	4:30	"
52	'80	4:00	"

### FOSTER FLAGPOLE REUNIONS

33	'80	4:30	"
39	'79	4:00	"
Unit G	'80	4:20	"