



# The Achiever

News of the 38th National Junior Achievers Conference

Monday, August 10, 1981

## Nothing stops Achievers from NAJAC

Nothing can stop an Achiever on his way to NAJAC -- not an air controllers strike nor a broken bus; not even a very long trip. Those Achievers arriving by plane found their travel a little confused, but far easier than anticipated.

Of course, the 20 Alaska delegates were surprised to find that the only way from Alaska to Indianapolis was via Dallas. And several Ft. Worth delegates found that no room on a standby flight can be fun -- especially when you're still at home with a complimentary steak dinner, a replacement ticket and more than enough spending money.

Bus travel proved to be much more of a challenge this year, especially for the Tucson, Arizona delegation. They spent 24 hours traveling to Bloomington.

On the other hand, Baltimore would have preferred traveling to waiting. After the scheduled bus arrived at the Baltimore JA Center and loaded luggage and travellers successfully, it wouldn't start. Three hours and one more bus later, Baltimore was finally heading for Indiana.

Waiting also proved to be the worst part of a long journey for the Lincoln and Omaha, Nebraska delegations. Somehow the chartered bus never arrived. After four hours and several phone calls, a bus finally arrived at the JA Center. The only people more worried than the forgotten Nebraskans were the Iowa delegates waiting along the route for a ride.

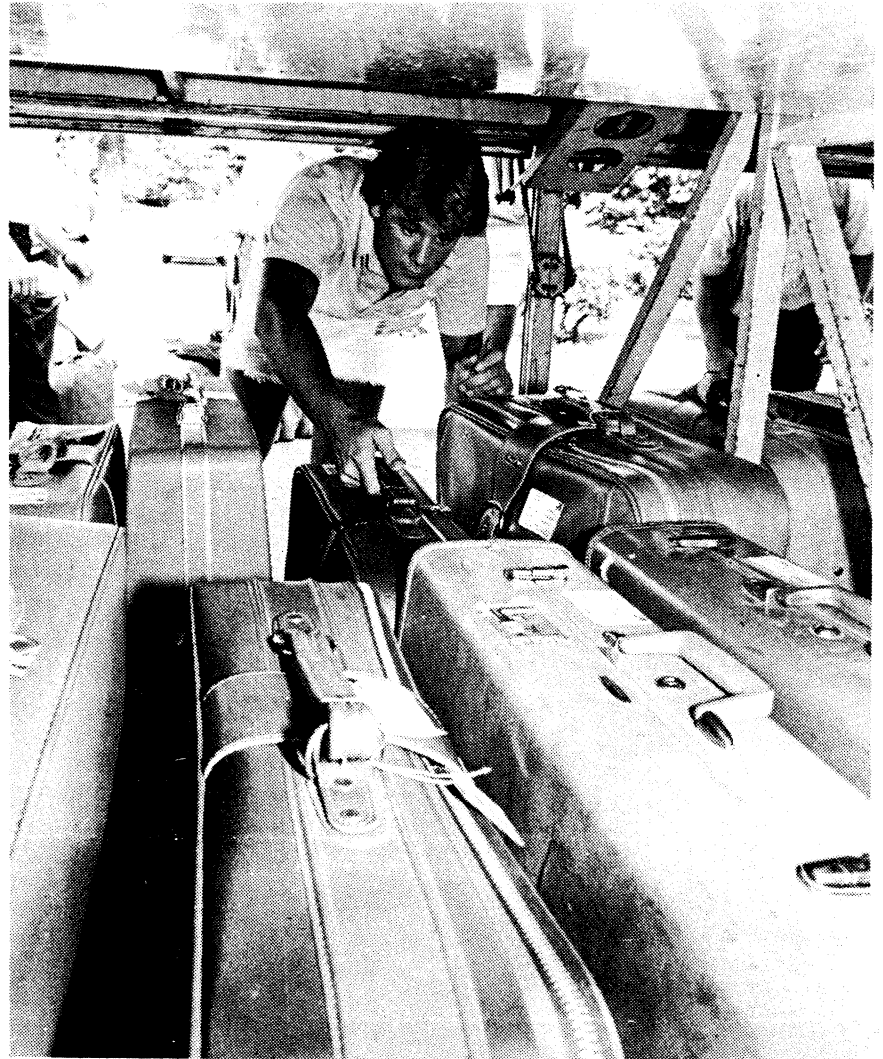
Passing time was no problem for most bus riders. Chicago developed their own soap opera, "All My Delegates," complete with marriages, divorces and affairs.

Other travel excitement was provided by two buses of Southwest Texas delegates, who competed against each other for the greatest number of delegates in a bus washroom. The contest was abandoned when 23 delegates in one washroom knocked out the bus window.

Some Tulsa delegates found themselves a little bit richer after a penny-anti poker game, and they all found themselves more relaxed. NAJAC-News, a dance marathon and a talent show were just a few more of the clever ways Achievers passed the time.

But time was the least concern to most delegates. Arriving was the objective, whether by bus, plane, car, cab or van, they all arrived ready for NAJAC.

After all, an Achiever ready for NAJAC just can't be stopped.



A NAJAC delegate prepares to remove luggage, as over 3000 Achievers arrive for the start of NAJAC 1981 and the "Best Week of Their Lives."

M. Root

## Many areas provide delegate warm-ups

You've just learned that you'll be an NAJAC delegate. After the excitement wears off, you begin to wonder: What do I have to do in the

weeks remaining before the Conference?

In many JA cities, a comprehensive schedule of studying, inter-

views, testing and preparation is ahead for each NAJAC delegate.

In many cases, the weeks of preparation pay off, in the form of awards on the national level.

How do the successful areas do so well in national competition?

The answers are as varied as the JA areas, but some common themes and practices do emerge.

In Orlando, Florida, for example, each contestant and candidate for validations is assisted by several "coaches", all of whom are former delegates and possibly national winners. Each week prior to the Conference, all delegates meet for extensive testing and mock interviews.

There are many resources available for advance study. In addition to your JA company manual, a look at the various officer record systems, business and economics textbooks and news magazines are helpful.

NAJAC preparation in Columbus, Indiana is designed not only to prepare delegates for the Conference, but for Achiever recruiting

in the area high schools in September. Each delegate is instructed to bring back from the Conference several personal experiences to relate in recruiting presentations and speeches to service clubs.

Most areas use former NAJAC delegates to present information about contest procedures, study and preparation. Their enthusiasm is contagious, and can provide the spark of motivation needed to accomplish the preparation goals.

Knowing about the responsibilities of the various JA company officers in the business world is important, too. Delegates in Orlando visited individually with local business people whose careers related to their contest. In addition to contest preparation, such sessions expose top Achievers to local business executives, which enhances JA's community image.

Most NAJAC delegations meet weekly, with specific homework assignments completed by each delegate between sessions. In

(continued on page 3)



E. Thomas

Columbus, IN Achievers undergo last minute preparations for the Conference. The delegates from left to right are Rob Kent, Kelley Carson, Jeff Ebbeson, Kelli Misner and Doug Gelzleichter in the back.

Officer update

Monday - the first full, exciting day of NAJAC '81. Make the most of all the activities planned for you.



We wish the best of luck to all delegates entering the first stages of competition today in both contests and elections.



Look for the Souvenir Maps located near the information desks in your dorms. Pin your delegation's souvenir on your city so that other delegates can see what you have to trade.



Tonight, immediately following the general session, is the Conference Officer Exchange Program Reception/Workshop. The purpose is to allow local and regional conference officers the chance to find out new ideas from other officers to improve their own conference. If you are a conference officer, an Achievers Association officer involved with a conference, or interested in starting a new conference, you are cordially invited to attend the COEP Reception/Workshop. It will be held in Bricoe C - Basement Lounge.



Also tonight is a Soul and Disco Dance conducted by NAJAC's own Music Magician, Rob Ray, with his amazing automated Music Machine. Be ready to boogie and enter the Dance Contest.



Have a great Monday, and remember the Quote of the Day: It's hard to climb the ladder of success with your hands in your pockets.



Oregonians keep JA all in the family

Not many families can carry a JA logo into a family portrait session, but the family of Fred and Sue Tomlin of Vancouver, Washington can.

The Tomlin family boasts a combined total of 28 years' involvement with Junior Achievement, beginning in 1953 and continuing to this day.

It all began when Jim Tomlin, Fred's brother, went to work for JA of Portland in 1953. He was Program Director, then a part-time position. Promoted to Executive Director in June, 1955, he held that position until 1960. Portland's long-time Executive Vice President, Ralph Scolatti, was hired by Jim Tomlin in 1957 as Program Director. Ralph has been with JA since, receiving service awards and building the Portland-area's JA program into one of the organization's finest. But that's another story.

Jim Tomlin helped organize a JA program in San Rafael, California in 1968-69 while finishing studies at seminary. Now, instead of preaching free enterprise, he is preaching religion as the minister of Milwaukie United Church of Christ in a Portland suburb.

So the JA opportunity was known to Jim's brother, Fred, and his wife, Sue, as their children reached high school age and heard JA recruiting presentations at school.

Eldest child Jeff, now 27 and an Air Force captain, was the first of four children to join JA. It was 1971.

"Each child got involved in JA because of Jeff," says his father. "His enthusiasm was contagious. He had definite goals for his life all the way back in grade school. Jeff won a lot of trophies, and set the example for his younger brothers and sisters."

Jeff's involvement continued for three years, through 1973-74. It was capped by being named the Exchange Club of Portland's "Youth of the Year" in 1974, an honor bestowed to two top high school students in the area each year.

The next child to enroll in JA was daughter Cathi, now 24 and managing a florist shop in Seaview, Washington. She didn't wait for the JA recruiters to visit Columbia River High in Vancouver—she signed up as a freshman, a habit that the other Tomlin children followed when they were eligible to

join JA. Cathi attended NAJAC '76 as one of only two funded delegates from the Columbia Empire JA program, which encompasses four counties in Oregon and one in Washington. The selection of Cathi to attend NAJAC was one of the most exciting events involving the Tomlin children, according to her parents.

Daughter Sandi, now 25, was the only one of the Tomlin children not to join JA. "They each had their own choice," says Fred. "For four of the five kids, JA was a special type of program—so special that it got them interested. Sandi went her own way and that wasn't a problem for the others."

When Cathi was finishing her JA experience in 1976-77, Fred, through his employer, Clark County Public Utility District, became an Adviser in the Vancouver JA program. He has remained involved to this day, since 1977-78 as the Center Manager for the ten-company JA program in Vancouver.

Son David, now 22, was involved in JA from 1975-79, recording perfect attendance all four years.

"JA may have meant more to David than the other children," says Fred. "He had few goals in life prior to his JA experience... nothing to look toward." Because of his experience as a JA company treasurer, David now hopes to build a career in accounting. He is now in the Navy, stationed at Point Mugu, California.

The final Tomlin child to participate in JA was daughter Anne Marie, who graduated from St. Mary's Academy in Portland this past June. Although Fred and Sue tried to discourage comparisons between the children and their JA records, such comparisons were hard to avoid for Anne, the youngest child. Her father says a highlight of her four years in JA was receiving a full scholarship to the Dale Carnegie course, where she grew handsomely in speaking ability and self-confidence. Anne Marie has spoken several times before service clubs in the area about JA, and won a Management Award in March at the division-wide Oregon JA Management Conference.

Four of five children in JA, and all four won scholarships, fifteen years of JA companies. What did that experi-

ence mean to Fred and Sue Tomlin in raising their children?

"JA gave them something to do with their free time," Fred replied. "It was a definite help. All of them dealt with adult problems and gained a very positive attitude about business."

"They were learning something and having fun, too."

"It has helped us as parents. I've made a lot of friendships with kids as a Center Manager the past four years," he continued. "In some cases I've been a confidant. By knowing what kids in general are thinking I am better able to handle my kids' problems."

"I get their views of life—their attitudes about parents, authority, social trends and their peers. I don't know how I would keep up with that otherwise. Applying that knowledge has been very helpful in raising my own family."

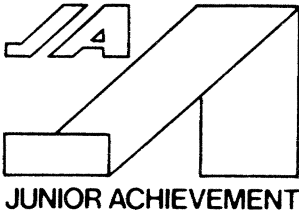
Sue Tomlin has seen Achievers in a different perspective altogether. As a registered nurse, she has served as the Conference Nurse for two consecutive years at an Achiever conference, dealing with everything from sprained ankles to indigestion and homesickness.

What have been the benefits for Fred, heading up a true JA family?

"I've really learned to deal with people. To see a shy, bashful sophomore girl turn into a self-confident young lady of 17 through JA is very rewarding. Watching kids grown and mature... dealing with them one-on-one."

"I've met a lot of people... and shared their frustrations, problems and accomplishments," he concluded.

Although all of the Tomlin children have now graduated from high school, there will always be JA in the family. Fred will manage the Vancouver JA Center for the fifth year beginning this fall. Beyond that, JA will always be present in the household... in the form of some 30 to 40 JA products acquired through the years.



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.

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

# NAJAC planning begins early each year

*Editor's Note: The following article was written by members of the National JA Staff, whose job it is to prepare for each NAJAC. Here is their story:*

Liftoff. Indianapolis rapidly falls away as the plane heads home. Goodbye Bloomington. Goodbye NAJAC. Each member of the NAJAC national staff thinks his or her own private thoughts - but all along this theme: HOORRAY! We've made it through another one - no more delegates, no more problems, no more dorm food or 98 percent humidity! I don't want to utter one word related to NAJAC for at least...well, maybe a week-and-a-half?

So much for good intentions. It's hard to believe, but we actually spent the entire plane ride home last year discussing changes and improvements for NAJAC 1981. Somehow it just seemed the best way to pass the time!

And that really is when the planning for this year's conference began. Before the plane touched down, we had already agreed to meet later in the fall to discuss new ideas and changes in program and materials. While you were building your Homecoming floats, we (Buffie, John, Lou and Lisa) were already ordering 4,500 new souvenir binders and registration cards - blue, pink and white - and rewriting manuals and instructional materials, while still working on occasional weekends finishing up the work from 1980!

And guess how we spent our Christmas vacations - no, not skiing in Aspen or sunning in the Bahamas - but slaving

away in a closet (well, it's a *real little room*), writing, revising and rewriting materials, and choosing the first 100 new grad staff out of twice that many applications. But working in close quarters at least makes for close friendships!

During the winter and early spring months, planning continued and the phones began to ring: How many delegates do we get? Is it true you're moving the conference to Hawaii? Burt Reynolds as the guest speaker (John's voting for Loni Anderson)? Air-conditioned dorms? Really!

But there were also important questions to consider - like what to buy for the Souvenir Shop! Let's see, frisbees? No, they'll go sailing across the auditorium all week. Balloons! No, the Bloomington heat will make them burst. Yo-yos? We've already got a bunch of those, and we work together all year long! But, eventually the choices were made and we were in business again.

In June, we were joined by Anne Okrepkie and Gail Jacobs. Yes, five people were now working in that same little room, surrounded by multitudes of multi-colored forms, stacks of manuals and notebooks, and cabinets full of cards, nametags, luggage labels - you name it.

Meanwhile, back at the campus, a little office in Briscoe Quad was quietly filling up (and we mean to all four walls and the ceiling) with boxes - lots of boxes - mailed to Bloomington from all points of the globe. The most fun is opening them in August to see if everything you ordered is really there,



**National JA Conference staff take a break in their "little room" before coming to NAJAC. From left to right are Ann Okepkrie, Buffie Kaufman, Lisa Cortese, John Symanski, and Gail Jacobs.**

assuming you remember what it is you really ordered.

Another fun time is when the staff leaves the national office for Bloomington: six people, their luggage (you've got to bring a lot of clothes when it's that hot!), and several transfiles which transport the whole NAJAC office from Stamford to IU. They love us at the airport, needless to say - not a skycap in sight! But we always manage to arrive at IU, still somewhat intact.

And now begins the transformation of Indianan University, specifically the northeast corner of the campus. Picture a ghost town. A few lonely souls occupy a couple of offices; a car or two is parked outside the dorms; quiet abounds. And

then, literally overnight, the Briscoe student library becomes the NAJAC main office, hub of all conference activity; phones are set up and begin to ring immediately; some loyal (and strong) grad staffers begin to empty out the store-rooms, delivering the boxes of materials to their designated dorm offices. And, oh yes, forget about the quiet.

Meanwhile, registration continues - drop and adds, nametags, rooming - same work, different town. And the arrival of staff is like a camp reunion - good friends who only see each other once or maybe twice a year are reunited amid screams, laughter, hugs, and things really start to pick up. The final stages of NAJAC are underway.

## News capsules

**WASHINGTON...**Three persons were injured, and 24 arrested following a brief takeover of the Iranian Interest Section at the Algerian embassy. Demonstrators opposed to the Khomeini regime held about a half-dozen people hostage for forty minutes at Iran's only U.S. diplomatic outpost.

**WARSAW...**The Polish government announced it would not pay workers who struck last week, and the independent union Solidarity has urged a temporary halt to protests. Union chief Lech Walesa asked for TV time to respond to criticism from Poland's Communist government.

**BRIDGMAN, MICHIGAN...**Authorities allowed residents to return to their homes after state health authorities said the area was free of the toxic fumes released 24 hours earlier from a derailed railroad tank car.

**WASHINGTON...**Economic forecasters say the air controllers' strike will have a small impact on the nation's economy--and actually increase business for some companies, such as car rental agencies.

**LOS GATOS, CALIFORNIA...**The area to be covered by aerial spraying has been increased substantially, following the discovery of another Mediterranean fruit fly infestation threatening to spread southward into California's Santa Clara Valley.

**HOUSTON...**A judge has thrown out the petitions of 27 persons who claimed to be distant relatives of Howard Hughes' mother and sought portions of the late billionaire's fortune.

**BERLIN...**The twentieth anniversary of the building of the Berlin Wall separating the Eastern and Western halves of Berlin was expected to pass quietly. A recent poll found 67 percent of West Germans wanting reunification of Germany, yet 52 percent believe the partition of the nation cannot be overcome in the foreseeable future.

**WASHINGTON...**The Smithsonian Institution, sometimes called "the nation's attic", is beginning the first complete inventory in the museum's history. Counting the 78 million items in the Smithsonian's twelve museums is expected to take until 1983.

**CLEVELAND...**Baseball returned from a 50-day strike with the annual All-Star Game. The Indians' perfect game pitcher Len Barker was scheduled to start for the American League.

## Warm-ups Continued

(continued from page 1)

Portland, Oregon, delegates were each assigned a current events topic. Each delegate prepared a one-page "position paper" backgrounding the topic. Two delegation meetings were devoted to discussion by all, and the position papers were typed and collated for distribution to the entire delegation. In that way, each of the delegates from JA-Columbia Empire now has concise information about topics as varied as the Reagan tax plan, banking deregulation, America's restructured economy and more.

Interview procedures and courtesy was one focus of the delegates from Birmingham, Alabama. After a training session on interviewing, each delegate participated in a mock interview which was videotaped. Looking at the videotapes later provided the delegation with specific areas for improvement.

Another objective of NAJAC preparation can be becoming a better listener. This skill is important in getting full benefit from the Conference, especially in discussion groups and workshops. Listening to the experience of other delegates, or learning new skills in a

workshop, can increase the information each delegate can bring back to the JA program in their local area.

Delegates from San Diego met every day in the two weeks prior to NAJAC. Day-long sessions involved Advisers, Conference staff, business people and others. The evenings included dinner, pool parties, roller-skating and general comraderie, allowing delegates to feel like a part of the team.

Just as the fun was a part of developing a bond, so the daytime study sessions improved communications skills and developed confidence. Whatever an Achiever felt insecure about was stressed. If impromptu speeches were the toughest thing, that became a daily agenda item. "Umms" and "Aahs" went first.

Knowing that you have given your best effort in competition should be satisfaction enough for any delegate. If you are fortunate enough to be a national contest winner, the many hours of preparation for NAJAC paid off. If not, the study habits and effort spent in preparation certainly can be of benefit as you continue your education.

Put your best foot forward. It could pay off. R. Grimshaw



# Achiever Expression

## Sounding Board

The theme of this year's NAJAC is "JA Leading the Way". It signifies that JA leads the way in many directions which are special and unique to each participant. The theme is open to any interpretation about what the individual will find at this conference and throughout the JA year.

One of the major benefits that each participant receives at NAJAC is a better understanding of JA and the principles upon which it was organized.

The workshops and group discussions during the week introduce the delegates to different segments of the private enterprise system which forms the basis for JA. Group workshops and speeches by executives from major corporations in the US provide the delegates with in-depth views of the machinery of our economy.

New ideas for local JA operations are derived from planned activities and talks with delegates from different areas. These new ideas lead the way to larger profits and increased recognition.

Another of the rewards that the participants receive from the conference is new friendships with the delegates, staff, and speakers: over 3000 new faces, views, and personalities.

Friends gained from NAJAC give different views of JA and methods of managing a business, and form a vast network of people who have shared the experience of JA.

NAJAC is the "sounding board" for the next generation of business leaders. The theme is open to individual interpretation, but JA does lead the way.

Twenty-three Metro Washington delegates are still tired after their 11 hour dance marathon on the bus ride to NAJAC.

"The aisles were packed," exclaimed delegate Mary Kay Lauth of Washington, D.C. "We left at 8:30 p.m., began dancing at 9 and when we rolled into the parking lot this morning about 9:30 a.m., we were still going."

Initially, the plan called for couples dancing for 30 minutes in each shift. Delegate Ruth Myers said, "Everyone wanted to dance, so the plan didn't work."

Delegate Terri Brown and the travel



## Boogie on down the road

leader are credited with the idea. Brown brought the music but the travel leader actually started the marathon.

At about 3:30 a.m. the loud rap music of the Sugar Hill Gang gave way to the mellow songs of Barbra Streisand, but according to Myers, "It was still impossible to sleep."

As they neared Bloomington, the delegation began rocking the bus in what Lauth called "an attempt to tip the bus over". When they tired of that,

bouncing the bus became their occupation. "Of course, it was all to the beat of the music," Lauth explained.

They concluded their trip with a series of "Chinese fire drills" in the NAJAC parking lot this morning.

The Metro Washington delegates call themselves "The Red IZOD people" because of their red alligator shirts. Myers said, "We try to be preppy but the other reason we have the shirts is that we got them cheap."

## Contestants beware

As of 8:00pm Sunday the following totals of registered contestants for the various officer and company contests were announced.

PRESIDENT.....	173
VICE PRESIDENT - PRODUCTION.....	138
VICE PRESIDENT - ADMINISTRATION.....	148
VICE PRESIDENT - MARKETING.....	147
VICE PRESIDENT - FINANCE.....	154
BEST SALES.....	140
PUBLIC SPEAKING.....	101
SERVICE COMPANY OF YEAR.....	4 Companies
Represented by 12 Achievers	
BANKING COMPANY OF YEAR.....	4 Companies
Represented by 4 Achievers	
MANUFACTURING COMPANY OF YEAR..	17 Companies
Represented by 51 Achievers	

## Elections

★★★★★★★★★★★★

Candidates for elected office will keep a busy schedule today. In-depth validation procedures begin with general and officer exams and preliminary interviews. Tuesday entails final interviews, climaxing to formal nominations at the evening general assembly.

As of 7:30pm Sunday the Elections office announced the following statistics:

PRESIDENT	43
VICE PRESIDENT	41
CONF. SECRETARY	38
NAA CHAIRMAN	31

## GOURMET

Monday--5:15-6:30  
Fried Chicken/Meat Loaf  
Mashed Potato-Broccoli  
Salad-Choc. Cake/Pear

Tuesday--7:00-8:30  
Orange Juice-Grits  
Sausage-Hotcakes  
Cereal-Toast-Beverages

Tuesday--5:15-6:30  
Tacos/Franks-Carrots  
Relish Plate-Cottage  
Cheese-Fruit-Bread



## INFORMATION



The President's Ball Committee will meet at the arrival tent behind Foster today at 4:15.

A very important delegation meeting for Atlanta delegates will be held at the McNutt flagpole at 4:15 today.

Happy birthday to Karen Skeens of Ashland, KY who celebrates her 16th today.

Special warnings to all first year NAJAC attendees: watch those elbows or you're gonna' have to walk (and that applies to all you returnees, too!!)

To the girl from Cedar Rapids: Your gold corduroy pillow may be picked up in Room 231 McNutt.

Reunions of NAJAC 1980 Groups 25 and 26 will be held at the McNutt flagpole today at 4:00.

To announce a reunion, birthday, meeting or anything else simply fill out an Achiever Expression Tip Sheet which may be found at any dorm info desk or cafeteria line. Return it to The Achiever Expression Office, Public Relations Office, Briscoe A Lounge, by noon of the day before publication.

The Public Relations Committee meets today at 4:00 p.m. in the PR office, Briscoe A.

Beware! NAJAC 1981 is plagued by a roving lunatic! "Danny" of the Columbia SC delegation had escaped from the Twilight Zone and is roaming loose at NAJAC. His connections with the CIA, FBI, SPCA and JA are all delusions. If caught in any act, please handcuff securely to the nearest post or tree and glag down a pink fink. Thank you, Signed Allison.