

# Alpha Beta Gamma

International Business Honor Society of Community, Junior, and Technical Colleges

Canada • United States • Mexico

Spring 2006

## Alpha Beta Gamma 35<sup>th</sup> Annual Leadership Conference

April 27-30, 2006  
Cozumel, Mexico

### PROGRAM

#### Thursday, April 27

- 5:00-8:00 Conference Registration  
"Meet and Greet"
- 5:00-8:00 Scholarship Committee Meeting

#### Friday, April 28

- 7:00 Breakfast Buffet
- 8:30 Set Up for Workshop Presenters  
Sign Up for Snorkel Trip
- 8:45 **Conference Welcome Address**  
Ginny Fastje, *Conference Coordinator*
- Mississippi Gulf Coast: Then and Now**  
Becky Rutz and Bridget Urquidez  
*Beta Tau Chapter—Mississippi Gulf Coast  
Community College*
- The Riddle of Job Interviews**  
Michelle Charron, Robert Baker, Michael  
Segreto, James Pardilla  
*Alpha Delta Chapter—Elgin Community  
College*
- Chapter Fundraising Techniques**  
Michael Wharton, Kathy Nguyen, Andrew  
Smith  
*Delta Chapter—Westchester Community  
College*
- Joe College, PhD (in Cheating)**  
Gaye Andersen  
*Gamma Gamma Chapter—Davenport  
University*
- Computer Networking**  
Jerry Maselli  
*Webmaster/National Office*

AWARDS  
EDITION

## Alpha Beta Gamman Buys Elvis Presley's Home

From LEXINGTON HERALD-LEADER  
Wed, May 17, 2006

By John Gerome

**NASHVILLE** - The King's first home is now another man's castle.

A ranch-style Memphis house that Elvis Presley bought in 1956 as his career was taking off has sold for \$905,100 on the online auction service eBay.

Peter Gleason, a New York attorney and retired firefighter, posted the high bid in the final seconds before the 8 p.m. deadline Sunday.

Gleason said Monday that he is a partner in a group that includes Israeli psychic Uri Geller. They intend to restore the home to its 1956 luster, down to the original wallpaper and floor coverings, and eventually open it to the public.

"The present owners have done a phenomenal job starting that process," he said. "We want to piggyback on that and take it to the next level by turning it into a museum-quality piece of Americana."

Geller, who became a celebrity in the 1970s because of paranormal feats that included seemingly bending spoons with his mind, became involved because "he's a very spiritual person, and he can see the spiritual value of this home," Gleason said.

Lance Cowan of LCMedia, a Nashville firm that publicized the auction, said more than 225,000 online hits were recorded and 71 bids posted since bidding began April 14.

Presley, then 21, bought the four-bedroom, 3,000-square-foot house at 1034 Audubon Drive

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# Cozumel, Mexico 2006



**THE HONORS JOURNAL**  
**of Alpha Beta Gamma**

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Association des collèges commentariés du Canada

**Note From the Editor**

We hope you enjoy this awards edition of the Honors Journal. It is wonderful to wrap up the school year with the award winning accomplishments of so many talented students. As you read through the awards list you will be awed with the creative abilities of our members, and the impressive accomplishments of our chapters—and what a great organization Alpha Beta Gamma is!

Thank you to all students and advisers who sent materials in to be published. Please be assured that we will use your contributions in the Fall edition. We would love to hear news from all chapters so that we can include your activities and events in the next edition. Please email any news and/or information to me at [gaye.andersen@davenport.edu](mailto:gaye.andersen@davenport.edu).

To our graduates, good luck as you take the next step into your future and begin to turn your dreams into reality. To everyone, have a safe and enjoyable summer!

**ABG Baseball Caps**

New ABG Baseball caps are now available from Graduate Supply House. White caps with Red ABG Logo and the motto *Virtus Et Umbra* on the back of the cap are now available for \$19.95. Call Frances at (601) 354-5323.

## National Leadership Conference 2006 Award Winners

### **EXCELLENCE IN FINANCIAL MANAGEMENT**

BETA OMICRON  
NORTHERN ESSEX COMMUNITY  
COLLEGE

### **DONALD BERTRAM COMMUNITY SERVICE AWARD**

OMEGA  
BROOKS COLLEGE

### **EXCELLENCE IN CAMPUS SERVICE**

SIGMA  
ABRAHAM BALDWIN  
AGRICULTURAL COLLEGE

### **EXCELLENCE IN RECRUITMENT**

GAMMA  
VINCENNES UNIVERSITY

### **THE GOLDEN KEY**

ALPHA PSI  
DEL MAR COLLEGE

### **BEST WEBSITE**

ETA DELTA  
DELAWARE TECH COMMUNITY  
COLLEGE

### **BEST POSTER AWARD**

CHI EPSILON  
SOUTHWEST TENNESSEE  
COMMUNITY COLLEGE

### **ABG COLLEGE PRESIDENT**

RICHARD HELTON  
GAMMA CHAPTER  
VINCENNES UNIVERSITY

### **C. GEORGE ALVEY DISTINGUISHED FELLOWSHIP**

TIM COOPER, KAPPA ETA  
MARTIN COMMUNITY COLLEGE  
RENEE SUMMERS-AKERS,  
LAMBDA  
HINDS COMMUNITY COLLEGE

### **HAROLD E. TEPOOL AWARD**

ALPHA PSI  
DEL MAR COLLEGE

### **DR. ROBERT LITRO— CHAPTER PRESIDENT**

MICHELLE CHARRON  
ALPHA DELTA  
ELGIN COMMUNITY COLLEGE

### **DR. MARY BONE COMPETITIVE ESSAY**

NAOMI HOWARD,  
ALPHA ALPHA  
PENSACOLA JR. COLLEGE

### **PROF. STEVEN GRAHAM MEMORIAL AWARD**

EMILIO VASCO, ZETA  
SUNY FARMINGDALE

### **JOSEPH PERRY CREATIVITY AWARD**

REBECCA RUTZ, BETA TAU  
MISSISSIPPI GULF COAST  
COMMUNITY COLLEGE

### **FRANCIS CUNNINGHAM MEMORIAL ESSAY**

JENNIFER MERCIER,  
BETA OMICRON  
NORTHERN ESSEX COMMUNITY  
COLLEGE

### **NATHAN ANCELL MEMORIAL AWARD**

CASEY GLEN ALLISON,  
SIGMA  
ABRAHAM BALDWIN AGRICUL-  
TURAL COLLEGE

### **STEVE PERRI MEMORIAL ESSAY**

KAREN FORWARD,  
KAPPA ETA  
MARTIN COMMUNITY COLLEGE

### **ESTER J. CROSS MEMORIAL ESSAY**

NAOMI HOWARD,  
ALPHA ALPHA  
PENSACOLA JR. COLLEGE

### **SOPHIE ABELES ESSAY**

RUBEN JACOBO-RUBIO,  
SIGMA  
ABRAHAM BALDWIN  
AGRICULTURAL COLLEGE

### **THE KRZEMIENSKI/MBIA ESSAY AWARD**

DAVID RYAN CASH, SIGMA  
ABRAHAM BALDWIN  
AGRICULTURAL COLLEGE

### **THE DAVID POPE ESSAY AWARD**

SANDRA MCMURTRIE,  
KAPPA ETA  
MARTIN COMMUNITY COLLEGE

### **THE PAMELA DONAHUE AWARD**

PATSY FANCHER,  
CHI EPSILON  
SOUTHWEST TENNESSEE  
COMMUNITY COLLEGE

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**GINNY FASTJE BEST  
STUDENT PRESENTATION  
AWARD**

MICHELLE CHARRON,  
ROBERT BAKER,  
MICHAEL SEGRETO,  
JAMES PARDILLA,  
ALPHA DELTA  
ELGIN COMMUNITY COLLEGE



**EVA BOBROW MEDALLION OF EXCELLENCE**

DONNA ASKEW, KAPPA ETA  
MARTIN COMMUNITY COLLEGE  
NANCY BEGIN,  
BETA OMICRON  
NORTHERNESSEX  
COMMUNITY COLLEGE  
RYAN CASH, SIGMA  
ABRAHAM BALDWIN  
AGRICULTURAL COLLEGE  
GIOVANNA CASTILLO, OMEGA  
BROOKS COLLEGE  
AARON DOMINQUEZ,  
ALPHA PSI  
DELMAR COLLEGE  
SUSAN EVANS, GAMMA  
VINCENNES UNIVERSITY  
AMANDA FRYMIRE,  
CHI EPSILON  
SOUTHWEST TENNESSEE  
COMMUNITY COLLEGE  
SUSAN GOETTGE,  
GAMMA GAMMA  
DAVENPORT UNIVERSITY

NAOMI HOWARD,  
ALPHA ALPHA  
PENSACOLA JR COLLEGE  
DEBRA LA FON,  
GAMMA KAPPA  
NORTHWESTERN BUSINESS  
COLLEGE  
NANCY MELLON,  
ALPHA DELTA  
ELGIN COMMUNITY COLLEGE  
KATHY NUYGEN, DELTA  
WESTCHESTER COMMUNITY  
COLLEGE  
EMILIO VASCO, ZETA  
SUNY FARMINGDALE  
GETARRAH WASHINGTON,  
LAMBDA  
HINDS COMMUNITY COLLEGE  
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## New Finance Essay Award

*New award will memorialize David E. Bjorklund, former vice president of Delta Chapter at Westchester Community College*

Dr. John D. Christesen announced today that the family and friends of David E. Bjorklund, VP of the Delta Chapter of Alpha Beta Gamma in 1990-1991, have established a memorial scholarship in his name. David died suddenly in an auto accident on Tuesday, May 23, 2006. Details of the essay competition will be posted to the Alpha Beta Gamma home page in the near future. The essay will involve the use of finance in corporate growth.

*The following obituary appeared in The Journal News:*

David E. Bjorklund of Chicago, IL, formerly of Mahopac, NY, died suddenly in an auto accident Tuesday, May 23, 2006. He was 35. David was born on April 4, 1971 in Mt. Kisco, NY, the son of Ronald and Eleanor (McMorris) Bjorklund Sr.

In addition to his parents of Mahopac, David is survived by his brother Ronald E. Bjorklund Jr. (Catherine) of Tabernacle, NJ, and his sister Jill O'Reilly (Eoin) of Yarmouth, MA, nieces Lindsay Bjorklund, Kathryn Bjorklund, Tara O'Reilly, nephews Eric Bjorklund and Ciaran O'Reilly and his loving, loyal friends.

David was a 1989 graduate of Mahopac H.S. He later went on to Clarkson University where he earned his Bachelors of Science Degree in 1995.

David was a fixed income sales associate for Morgan Stanley in Chicago. Having a deep and genuine love for his country, David had recently taken leave from Morgan Stanley to actively pursue a career in Homeland Security, which had become a cause for him since the tragedy of 9/11.

### Alpha Beta Gamma National Scholarship List

Ashland University	Eckerd College	New England Culinary Institute
Auroro University	George Washington University	New Mexico Institute of Mining and Technology
Babson College	Gustavus Adolphus College	New York School of Interior Design
Bentley College	Iona College	Niagara University
Bloomfield College	John Brown University	Northeast Missouri State Univer- sity Kirksville
Bradford College	Johnson & Wales University	Northeastern State University, OK
Bluefield College	Juniata College	Northeastern State University, MA
Brenau University	Kings College	Notre Dame College of Ohio
Caldwell College	Le Moyne College	Pace University
California Lutheran University	Lees – McRae College	Rensselaer Polytechnic Institute
Canisius College	Lenoir Rhyne College	Rust College
Central Wesleyan College	Liberty University	Saint Vincent College
Charleston Southern University	Limestone College	St. John's University
Clarkson University	Lincoln Memorial University	SUNY Binghamton
Clark Atlanta University	Linfield College	SUNY Buffalo
Coppin State College	Livingston University	Teikyo Marycrest University
Daeman College	Long Island University, CW Post	University of Pittsburgh at Bradford
De Paul University	Manhattan College	University of Findley
Drexel University	Mercy College	University of Tampa
Duquesne University	Mississippi University for Women	
Eastern College	Neumann College	

# Former CEO of Continental Airlines speaks to Alpha Beta Gammas at Westchester Community College

*Given by Doug Birdsall  
at Westchester Community College  
Thursday, March 31, 2005; 8am*

Good Morning.

I always feel invigorated when I'm here on the Westchester Community College campus. Literally, the heart quickens, the blood runs thinner, steps come a bit faster and the mind sharpens as my physical being innately responds to cherished memories of my days here at the college.

There is something about my experiences here, and the changes they wrought in my life, that continue to resonate in a manner that is moving.

## 40 Years Ago

Forty years ago today, I was a 1<sup>st</sup> year student here at Westchester and would be sitting where you are. At that time, I was you.

Just prior to that time, I was working a full time job and attending Westchester as a night student. I soon realized that at the rate of 2 courses a semester, it would take 5 long years to earn an Associates degree. So, like several of you, I quit a full time job, took 2 part time jobs and enrolled as a full daytime student. Oh yes, - And I was about to get married and soon thereafter to have our first child.

I'd like to provide you with some perspectives that can only be forged after a number of years filled with experience and subsequent reflection – which provides a better context from which to view my experiences here at Westchester.

For me, it's like looking back, but if you can put yourself in my shoes –

For you it can be like looking forward. Try to overlook the thinning and grey hair and the added pounds.

Standing here 40 years later, I know now, that when I was in your position,

I could not have imagined the opportunities that would become available to me or the rewards that life had in store for me.

It is my intent this morning to provide some perspectives on Education, on Business and on Life.

## On Education: What Westchester did for me and can do for you

Sometime and someplace, each of us needs to learn to become a student and then, ideally to remain one for life. And for me this began in earnest here at Westchester.

I learned to be an Accountant (one of my part time jobs), to learn and love Economics, to become a bit fascinated with Math and Literature, and with Business Law and Psychology as well as Marketing. Before too long, though, you realize that all of these subjects are intricately related to each other.

That which you learn here at Westchester will be highly relevant to almost every professional career. The relevance of some of it may appear fuzzy at the moment, but as you gain knowledge and experience in your professional careers it will become more apparent.

For instance, the Nobel prize in economics 2 years ago went - not to economists – but to 2 social psychologists, much to the dismay of several economic colleagues who believe they are waiting in line.

Also, you need to become a student for life.

Today, I read more than I did when I was in school. Maybe that's because I have more discretionary time or because I get to select what I read. But I can tell you that most of what I read is that which is being read by academics in universities.

And, most importantly, I still enjoy it.

So, be an involved student here at Westchester and make learning a way of life. You will always benefit from these choices as they will always work to your advantage. — Your education is prospectively the single most important investment you'll ever make in yourself. — If you ever experienced a feeling of inferiority or otherwise short-changed by certain events in life, remember that the one thing no-one can ever take away from you is that which you know – your

Sometime and someplace, each of us needs to learn to become a student and then, ideally to remain one for life.

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knowledge base. It will help to define who you are for the rest of your professional life. The world isn't always fair, but your knowledge base will always survive to serve your interests in the long term.

Also, while you're here at Westchester, participate in extra curricular activities. A good leader needs both academic skills and social and organizing skills to achieve the pinnacles of success.

#### On Business: How and Why Business Works

We hear so much of the bad guys; Ken Lay, Ebbers, Kozlowski and Rigas.

Or of the showman – Trump. All of that presents a very distorted picture of the business world. None of that is axiomatic of 95% of business leaders.

It's not about the very few newspaper headline bad guys. They should all suffer the legal consequences for their illegal activities just like unethical people in all other professions and athletes who achieve fame only with the aid of steroids. There is some bad all over.

Let's talk about what is right with business.

My experiences in the business world are quite different. Most companies are managed by diligent, dedicated and very ethical people.

The fundamental fact is that the 'free market economic mechanism' is the framework that most societies have selected to use to allocate scarce resources and reward labor and capital for the fruits of their endeavors.

This is true primarily because 'free capitalistic markets' have proven to work better than every other economic mechanism.

The 'free market mechanism' works for us because it is most consistent with our democratic form of government where each person has a vote. The difference is that rather than each individual having a vote, each individual's dollars have a vote. As we spend our hard earned dollars, the free market mechanisms of the economy respond obediently to these votes for products by inducing the producers in the economy to allocate scarce resources to the production of the goods we have selected. We – not the government – not dictators – not bureaucrats - are making these resource allocation decisions.

The late Robert Heilbroner's, The Worldly Philosophers compares experiences of the various eco-

nomic structures and how they worked in various societies and political cultures. Milton Friedman's, Capitalism and Freedom draws insightful parallels between the structure of economics and government and explains why capitalism and democratic freedoms are inseparable.

#### Business is Economics in Action

It may seem to you that when I said I was going to talk about Business,

I shifted to the more academic subject of economics.

Businesses come in many varieties, from proprietorships to large multi-national entities. Small businesses produce many of the products and services we consume and continue to play a vital role - most particularly in the service sector. Small business formation remains at a high level and is a primary creator of new jobs.

But most of my experience is with large U.S. and multi-national corporations.

And, the major change in business development today is the ever increasing globalization of the economies of many nations. This is a very complex process and is a major ingredient in establishing common objectives among the peoples of the world.

As the people of the world become more dependent upon each other, we are required to communicate more effectively and we do learn to appreciate the cultural differences between us.

At the same time, globalization causes problems as lower cost labor in some countries replaces higher cost labor in the more developed countries. This creates pressures in the more developed nations for its businesses to strive to develop comparative competitive advantages in other fields where their more highly educated and trained work force can more efficiently provide other products that cannot be produced as well in the developing countries.

As companies in each country develop their comparative competitive advantage, the net effect of this ongoing evolution of never ending improvements is that all people continue to develop their highest and best skills. And most importantly, the net result of this constant competitive turmoil on a global scale, which has

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**NEW CHAPTERS  
2005-2006**

## Beta Delta

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Anne Kenner/kennera@brevardcc.edu

## Delta Omicron

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W. Michael Fagan/ wfagan@raritanval.edu

## Beta Iota

College of DuPage/ Glen Ellyn IL  
Kathy Horton/ gcorso@cci.edu

## Theta Alpha

MGCCC/ Perkinston MS  
Joan Haynes/joan.haynes@mgccc.edu

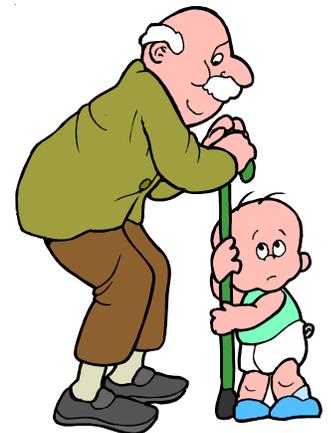
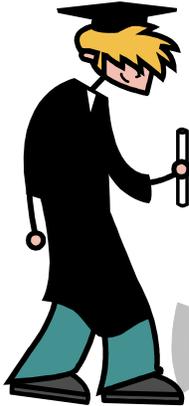
## Alpha Beta Gamma International Business Honor Society

### *Eligible Disciplines*

Accounting	Culinary Management	Industrial Management	Personnel Administration
Advertising	Dairy Management	International Business	Postal Services Management
Agricultural Business	Data Processing	International Public Relations	Public Administration
Arts Management	Environmental Design	Industrial Relations	Public Relations
Aviation Management	Economics	International Public Relations	Range Management
Banking	Entrepreneurship	Investments & Securities	Recreational Management
Broadcasting, Radio, TV	Fashion	Legal Secretary	Restaurant Management
Business Administration	Fashion Merchandising	Management Information Systems	Secretarial Science
Business Economics	Finance	Management Science	Small Business Management
Business Journalism	Graphic Design Technology	Market Research	Systems Analyst
Business Management	Health Insurance Claims Management	Marketing Management	Textile Engineering
Business Statistics	Health Information Technology	Medical Secretary	Theatre Management
Casino Management	Health Services Administration	Mortuary Science	Trade Management
Communications	Hotel Management	Office Technologies	Transportation Management
Communication Technology	Human Resource Management	Operations Research	Travel & Tourism
Computer Information Systems		Paralegal	Wildlife Management
Computer Programming			Word Processing
Conservation & Regulation			

## Humor: 25 Signs You Have Grown Up

1. Your houseplants are alive, and you can't smoke any of them.
2. Having sex in a twin bed is out of the question.
3. You keep more food than beer in the fridge.
4. 6:00 AM is when you get up, not when you go to bed.
5. You hear your favorite song in an elevator.
6. You watch the Weather Channel.
7. Your friends marry and divorce instead of "hook up" and "break up."
8. You go from 130 days of annual vacation time to... 14.
9. Jeans and a sweater no longer qualify as "dressed up."
10. You're the one calling the police because those %&@# kids next door won't turn down the stereo.
11. Older relatives feel comfortable telling sex jokes around you.
12. You don't know what time Taco Bell closes anymore.
13. Your car insurance goes down and your car payments go up.
14. You feed your dog Science Diet instead of McDonald's leftovers.
15. Sleeping on the couch makes your back hurt.
16. You take naps.
17. Dinner and a movie is the date instead of the beginning of one.
18. Eating a basket of chicken wings at 3 AM would severely upset, rather than settle, your stomach.
19. You go to the drug store for ibuprofen and antacid, not condoms and pregnancy tests.
20. A \$4.00 bottle of wine is no longer "pretty good stuff."
21. You actually eat breakfast food at breakfast time.
22. "I just can't drink the way I used to" replaces "I'm never going to drink that much again."
23. Most of the time you spend at the computer is for actual work.
24. You drink at home to save money.
25. When you find out a friend is pregnant you congratulate them instead of asking "Oh No! What the hell happened?"



For late-breaking news and  
all kinds of good stuff,  
check out our website

[www.ABG.org](http://www.ABG.org)

## Joe Hankin Marks 35 Years in President's Chair

*Joe Hankin was the first Community College President to be honored by Alpha Beta Gamma*

From WESTCHESTER COUNTY BUSINESS JOURNAL  
May 22, 2006

Joseph N. Hankin is celebrating 35 years as president of Westchester Community College.

Joseph N. Hankin says 35 years as president of Westchester Community College has mellowed him somewhat.

'I was very impatient when I was younger. If something didn't work, I wanted to know why right away. Now, I realize you have to sometimes give it time, you have to bring people along.'

Like the administrators he nurtured who went on to become presidents elsewhere, such as Dr. Sean A. Fanelli at Nassau Community College.

This week Hankin will take some time to enjoy his tenure at the top. Hankin is among honorees at this year's Spring for Scholarships fund-raiser, set for Wednesday evening at Abigail Kirsch at Tappan Hill in Tarrytown. Also being honored are Margaret Rice and daughter Dr. Eve Rice Mattison of Bedford, whose family has donated \$600,000 in scholarships benefiting 400 students; and mathematics professor Dr. Sinforosa ('Rose') Tan and her husband, William Kaung.

Hankin heard about the community college through an advisor at Columbia University's Graduate Faculties and Teachers College. He drove a hard bargain, saying he wouldn't take the president's job if the school didn't agree to a list of improvements.

'I spelled out 32 different things. I said if you're interested in these things, you're interested in me,' Hankin said.

He won unanimous approval from a search committee that included two students, one of them William Regan.

'He was head and shoulders above the other

candidates — his youth, his enthusiasm, his organizational skills, his management skills, his people skills,' recalled Regan, now Yonkers deputy mayor.

A mentor saw those qualities in Hankin from his earliest days teaching history at Queens and Brooklyn colleges in the early '60s.

'Joe Hankin was always bubbling with ideas, always looking ahead to the next day, the next week, the next month,' said Dr. Bernard Bellish, now retired and living in Valhalla.

After a year and a half at Harford Junior College in Bel Air, Md., Hankin took the community college's helm at age 26 — young, but not the youngest-ever college president. That distinction belongs to Leon Botstein, who headed

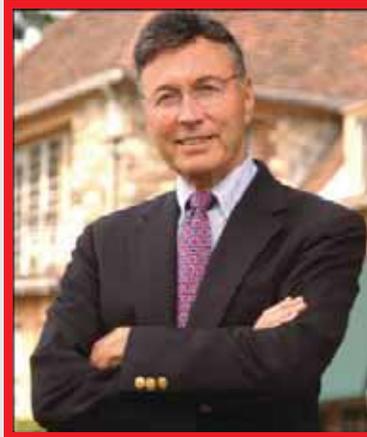
Franconia (N.H.) College at age 23 before serving as Bard College president since 1975.

Once at Westchester, Hankin began fulfilling his to-do list. He took down the barbed-wire fence surrounding the 218-acre campus. He began a continuing education program, offered noncredit courses, opened an on-site day-care facility, the Virginia Marx Childrens Center and expanded the school through several extension centers countywide.

Peekskill and White Plains have the school's Westchester Arts Workshop, while Mount Vernon focuses on culinary arts, Yonkers technology, and Ossining, a nursing program that graduates nearly all the county's respiratory and radiologic technologists working at hospitals.

Hankin's still finding things to do. There's raising funds for the Gateway Center, designed to familiarize immigrant students with the American business scene. To date, \$10.6 million has been raised toward a goal of \$14.5 million in private funds, with another million on tap.

And pursuing training grants like four from the



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## “Intelligent Choices” and “Automatic Choices”

Get familiar with the difference between “Intelligent Choices” and “Automatic Choices.”

Intelligent Choices (IC’s) are the things you know you should and ought to do. They are the steps and actions, the decisions and practices that will take you toward your goals. They are the steps you wrote down on your goals sheet, the plans you made, the dreams you dream. They are easy to think about; but they are NOT habits. They may not be easy, at least at first. They are obvious, but not necessarily easy.

Automatic Choices (AC’s), on the other hand, are very easy. They are familiar habits and you’ve been doing them for years. Your family and friends “expect” them of you. They don’t cause problems and they don’t upset anyone. They involve no risk, except that they keep you trapped in your familiar rut.

An IC is to save some of your income and invest for the future. It’s “hard” and may seem un-

comfortable. It may involve sacrifice, but it’s a smart thing to do. In contrast, a common AC is to whip out a credit card for an impulse purchase, or to pick up take-out because you’re “too tired” to cook.

Here’s a suggestion: First thing every morning, take ten minutes to decide on a few IC’s you will do today. Write them down. Don’t make this hard. Rome wasn’t built in a day. Jot down three or four smart things you want to do today. Then at the end of the day, calmly review your actions to see if you did them. Be honest. If you didn’t do them, do not beat yourself up! Just tell the truth and re-commit to doing them tomorrow. If you did them, congratulate yourself!

Remember, AC’s keep us trapped in the “same old, same old.” IC’s are the keys that unlock the future. IC’s are the building blocks, the steps or path or recipe to everything you want in life. Understand the distinction and use it to your advantage.

Dr Philip E. Humbert  
[www.philiphumbert.com](http://www.philiphumbert.com)



### Test Your Brain!

1. Name the one sport in which neither the spectators nor the participants know the score or the leader until the contest ends.
2. What famous North American landmark is constantly moving backward?
3. Of all vegetables, only two can live to produce on their own for several growing seasons. All other vegetables must be replanted every year. What are the only two perennial vegetables?
4. What fruit has its seeds on the outside?
5. In many liquor stores, you can buy pear brandy, with a real pear inside the bottle. The pear is whole and ripe, and the bottle is genuine; it hasn’t been cut in any way. How did the pear get inside the bottle?
6. Only three words in standard English begin with the letters “dw” and they are all common words. Name two of them. (Don’t try the name DWIGHT...it doesn’t work...hahaha)
7. There are 14 punctuation marks in English grammar. Can you name at least half of them?
8. Where are the lakes that are referred to in the Los Angeles Lakers?
9. Name the only vegetable or fruit that is never sold frozen, canned, processed, cooked, or in any other form except fresh.

Answers on page 24

## Getting More of the Right Stuff Done

Last Sunday, the news program, “60 Minutes,” had a segment on Americans working “24/7.” They showed a couple where the wife has the “bare minimum” of two cell phones, and the husband “multi-tasks” all day long, talking with several people, working on his computer and exchanging emails, all at once.

Like most people, I want to get “more” done, and as a coach I love helping my clients do more, earn more, and live better. It’s all in a day’s work, and it’s fun! But the answer is almost never to work more or “harder” and yet that’s what too many of us are doing.

Whatever happened to the vision of “leisure time?” Whatever happened to the day when “labor saving devices” would do our work for us? What in the world happened?!

Far too many of us consider a 60, 70, or even 80 hour work week to be the expected standard. Whatever happened to the “break-through” 40-hour week our parents and grandparents fought for? Read the statistics. Most of us are sleep-deprived. Most of us are in debt. Most of us have hyper-tension, headaches, ulcers or other stress-related discomfort. Diabetes, associated with life-style choices, is becoming epidemic. How did this happen?

How can we change it?

There are no easy answers. We value the income and opportunity that come with hard work, long days, and busy lives. That isn’t going to change. But, I think we can manage our lives much better, and some steps in that direction are actually easy, and fun. Here are a few suggestions:

**1. Learn to say no.** Too many people think they “must” explore every invitation or opportunity that comes their way, and that’s a mistake. We get endless invitations! You can stay out all night, work all day, travel, do good and important things every hour of the day. But is that how you really want to live your life? Learn to say no, even to good and wonderful things.

**2. Spend less than you make.** Remember the old saying, “time is money?” It works the other way around, too. If you spend less, my experience

suggests you’ll immediately be less busy and less stressed. When money is not a “problem,” time management gets easier, too.

**3. Live your values.** Every day, review your priorities. Review the things that are MOST important to you. Re-write your vision or purpose statement, talk it over with your spouse, make a tape in your own voice describing the life you truly want, then listen to it on the way to work in the morning.

**4. Plan your day.** Every morning review your schedule, make a list, write stuff down. Then cross off a few items. They aren’t really important, you probably won’t get them done anyway, and you’ll have more fun. Be honest. Plan. Do the things you want to do, and include very few “have to’s.” Life’s better that way.

**5. Have more fun.** Meditate or dance every day, even for only five minutes. Laugh out loud. Leave love notes or send a text message to your kids. Be sure to hug and kiss and tease and play with the people you love. It reminds you what you’re working for.

**6. Use time management skills.** Practice “single handling.” Work standing up. Put time limits on meetings, calls and activities. Close your office door so you can concentrate. Every few months (at least twice a year) read a book or take a seminar on time management to remind yourself. Get very, very GOOD at this!

This is your one and only life. Don’t blow it! It’s been said that time is the only resource any of us truly have, and once it’s gone, it’s gone forever. Work as hard and as much as you choose, but then quit! Work can be rewarding and delightful, but don’t let it become an addiction. Earning money, building our businesses and “getting ahead” are things we DO, not something we ARE. Remember the distinction.

Dr Philip E. Humbert  
[www.philiphumbert.com](http://www.philiphumbert.com)

Work can be rewarding and delightful, but don’t let it become an addiction.

always existed internally within each country, is that the consumer – who remains king – gains more choice of various product and price/quality options.

Over the past couple of decades, being in the airline business, I have been very involved in globalization issues. I have personally negotiated and implemented complex cooperative airline alliance agreements with major airlines around the world:

In Europe – including the Netherlands, France, Italy, Norway and Switzerland

In Asia – including China, Japan, Korea and Micronesia, and

In North America – including here in the U.S. and in Mexico

These agreements involved generating shared revenues between \$3 and \$4 billion per year. Alliance revenues for my company, Northwest Airlines grew from only \$5 million in 1992 to over \$2 billion in 2004. So globalization is a major growth part of our economies and or our business dealings. And the education and skills necessary to participate in the further development of world trade is changing.

Negotiating these agreements was a long and complex process. You need to be very empathetic, accommodating and flexible in order to craft an agreement that meets the needs of all parties. And then, the implementation process requires bringing together all of the technical experts and constructing the mechanisms that will produce a highly coordinated product that meets the travel and service needs of all customers of many cultures.

Let's talk about the future and where Westchester Community College fits in this process.

You should be proud that Westchester Community College is embarking on the new Gateway Center project. It will add an 'International Focus' to the education that Westchester affords to its students.

This 'International Focus' will better prepare foreign students to be effective in the U.S. It will also help all Westchester students to prepare to better participate in the global marketplace.

So Westchester is very much at the forefront of the most important development in today's global economy by refocusing itself to better prepare its students for the emerging global marketplace.

### On Life: What I've Been Able to Do

I graduated from Westchester in 1966 and went to NYU on a full tuition scholarship that reflected accomplishments and support here at Westchester.

I then continued my post graduate education at NYU's Graduate School of Business.

In 1969, after 5 years in school, I joined the corporate finance staff at Eastern Airlines in Miami, first as a financial analyst, then serving as a manager and a director.

In 1981, I joined Continental Airlines in Los Angeles and was soon a vice president. The airline industry in 1981 was almost as economically challenged as it is today. In that environment, we merged Texas International into Continental and I was commissioned to integrate the route networks of the 2 airlines.

In 1983, we had to take Continental into Chapter 11 to rationalize our labor contracts but, with this done, the company was soon profitable and growing.

In 1985, I was offered the presidency of New York Air, a subsidiary of the same company that owned Continental. After 2 years, we merged New York Air into Continental and in 1987, I returned to CO as senior vice president for marketing and planning.

After about a year, I left CO but then returned in 1991 as a consultant.

I then joined Northwest Airlines in Minneapolis in 1992 to do their strategic planning. They soon added 'Alliances' to my portfolio of responsibilities, and over the next 12 years, as senior vice president, we grew the Alliance revenues of Northwest Airlines from \$5 million to over \$2 billion per year.

Last summer, having commuted from my home in Connecticut to MSP and the World every week, I decided to retire as a full time employee. I still work for Northwest on a consulting basis.

I've been married for 40 years, have three children, and have never had a single problem with any of them. We now have 5 grandchildren, all living within 5 minutes of our house.

Life has been very good to me.

What WCC – and subsequently enabled schooling – Did to prepare me

*Continued from previous page*

All of what I have been able to do began certainly with a loving and close family, albeit of very modest means, but with good values.

But a major change that paved the way from these circumstances to my new professional life began here at Westchester Community College.

Westchester has;

An excellent faculty

A beautiful and comfortable campus

A body of students who have similar challenges and are similarly committed

Look at this Faculty, Campus and College, and all that it has to offer as providing the path - from where you have been - to the place where you want to go.

It may be a difficult and challenging route.

There are certainly obstacles along the way, but you've gotten this far on hard work and perseverance - and perseverance will get you the rest of the way.

Good luck to all of you.

#### Q&A discussion

What I look for in highly professional employees

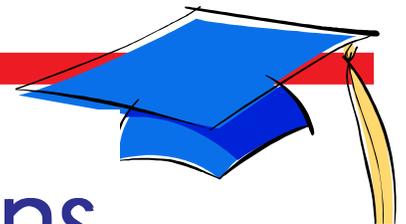
1. Raw intelligence – this is both endowed and developed. Believe me; you are not created with a limit. Intelligence can be fed and developed.

2. Energy – otherwise known as a good work ethic. There's probably more of that here than there is on the campuses of Yale and Harvard, as most of you have had to develop this to get here in the first place.

3. Focus – is the ability to direct your intelligence and energy on a single goal and to accomplish that goal. Undirected energy is generally known as chaos. Directed energy drives success.

4. Communication – in today's complex world, it generally takes team work to accomplish complex goals, and shared goals and communication form the bedrock of teamwork.

Notice that I did not mention experience. Now if I was undergoing a heart operation, I would probably want some experience, but generally in business situations, intelligence, energy, focus and communication can win the day.



# Congratulations 2006 ABG graduates!



## It's Not Your Parents' Workforce

From the US Department of Labor  
21st Century Workforce Initiative  
June 12, 2006

It's no secret — today's workplace is not the one your parents knew — and the future will bring even more significant changes. Employment Outlook, 2000-2010, as recently published by the Department of Labor's Bureau of Labor Statistics (BLS) makes this clear. When projecting what will happen in the next 10 years, BLS looked at the job scene in the coming decade in two ways: percentage growth and numerical growth. Total employment is projected to increase by 22 million (to 167.8 million) jobs or 15.2 percent — slightly less than the 17 percent growth during the 1990s.

Most new jobs will arise in occupations requiring only work-related training (on-the-job training or work experience), even though these occupations are projected to grow more slowly. This reflects the fact that these occupations accounted for about 7 out of 10 jobs in 2000.

Of course, not all job openings depend on the amount of growth in an occupation. Some job openings result from the need to replace workers who enter other occupations or retire or leave the labor force permanently for other reasons. In many instances, the number of job openings resulting from replacement needs is greater than that of openings resulting from employment growth. Even occupations projected to decline provide some job openings.

The projections of employment for the first decade of the 21st century were completed before the tragic events of September 11, 2001, so the nature and severity of longer-term impacts remains unclear at this time.

### What is the best job?

The answer here is, as always, problematical and a matter of personal inclination. The importance of factors such as the opportunity to help people, to ex-

press creativity, or to be physically mobile on the job varies from one person to another. Careers are built from a balanced blend of interest, aptitude, skill, and training.

But job projections are important, too, in terms of opportunity. With that in mind, Employment Outlook 2000-2010 focuses on occupations expected to have the largest number of new jobs and/or the fastest rate of growth. Because most people also consider earnings potential as an important job characteristic, BLS includes rankings for hourly earnings based on quartiles, using one-fourth of total employment to define each quartile. These are presented in four categories identified by dollar signs, with \$ indicating the range for the lowest quartile and \$\$\$\$ the range for the highest.

### Which jobs are growing the fastest?

The seven fastest growing occupations are computer-related (*see graph, page 17*). All of them have high or very high earnings. Most of the other projected

fastest growing jobs among the top 30 are healthcare related. The remainder are special education teachers (preschool, kindergarten and elementary school), fitness trainers and aerobics instructors, and social

and human service assistants. Of the 30 fastest growing occupations, 21 generally require a postsecondary degree or other credential, compared with 11 of those with the largest numerical job growth and two of those with the largest numerical declines.

The increasing demand for computer-related occupations reflects the rapid advances in computer technology and the continuing development of new computer applications, including the Internet. Overall, the demand for computer specialists is projected to grow 68.6 percent, and that for computer and information systems managers anticipates growth of 47.9 percent through 2010.

**Did you know?** Among married-couple families where both the wife and the husband work, about one-fifth of the wives earn more than their husbands.

*Continued on next page*

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Fastest Growing Occupations		
Employment Growth in Selected Occupations, Projected 2000-2010		
	Earnings Quartile	Percent
Computer software engineers, applications	\$\$\$\$	100
Computer support specialists	\$\$\$	97
Computer software engineers, systems software	\$\$\$\$	90
Network and computer systems administrators	\$\$\$\$	82
Network systems and data communications analysts	\$\$\$\$	77
Desktop publishers	\$\$\$	67
Database administrators	\$\$\$\$	66
Personal and home care aides	\$	62
Computer systems analysts	\$\$\$\$	60
Medical assistants	\$\$	57
Social and human service assistants	\$\$	54
Physician assistants	\$\$\$\$	53
Medical records and health information technicians	\$\$	49
Computer and information systems managers	\$\$\$\$	48
Home health aides	\$	47
Physical therapist aides	\$\$	46
Occupational therapist aides	\$\$	45
Physical therapist assistants	\$\$\$	45
Audiologists	\$\$\$\$	45
Fitness trainers and aerobics instructors	\$\$	40
Computer and information scientists, research	\$\$\$\$	40
Veterinary assistants and laboratory animal caretakers	\$	40
Occupational therapist assistants	\$\$\$	40
Veterinary technologists and technicians	\$\$	39
Speech-language pathologists	\$\$\$\$	39
Mental health and substance abuse social workers	\$\$\$	39
Dental assistants	\$\$\$	37
Dental hygienists	\$\$\$\$	37
Special education teachers	\$\$\$\$	37
Pharmacy technicians	\$\$	35
Total, all occupations		15

*The quartile rankings of Occupational Employment Statistics annual earnings data are presented in the following categories: \$\$\$\$ = very high (\$39,700 and over), \$\$\$ = high (\$25,760 to \$39,660), \$\$ = low (\$18,500 to \$25,760), and \$ = very low (up to \$18,490). The rankings were based on quartiles using one-fourth of total employment to define each quartile. Earnings are for wage and salary workers.*

### Where are most of the new jobs?

Occupations expected to have the most new jobs are diverse (see graph, page 18). There will be opportunities in occupations with a variety of job settings, training and education requirements, and earnings from very low to very high. These 30 occupations are from a much broader range of occupational groups than are the 30 fastest growing, and more than half are in the bottom half of the wage scale. Twenty on the list had employment of at least 1 million in 2000. Of the 10 that had employment of less than a million, all (except accountants and landscaping and

groundskeeping workers) have projected growth at least three times as fast as the 15.2 percent average for all occupations. Five are computer-related occupations. The largest is computer support specialists, with year 2000 employment of 505,000.

Six occupations here, all with employment of 1.5 million or more, are projected to grow more slowly than 15.2 percent.

Registered nurses and nursing aides, orderlies, and attendants — by far the two largest health-related occupations in 2000 — are projected to have more

Continued on next page

**Occupations Gaining the Most Jobs  
Employment Growth in Selected Occupations,  
Projected 2000-2010**

	<b>Earnings Quartile</b>	<b>Thous</b>
Combined food preparation/erving workers	\$	673
Customer service representatives	\$\$	631
Registered nurses	\$\$\$\$	561
Retail salespersons	\$	510
Computer support specialists	\$\$\$	490
Cashiers, except gaming	\$	474
Office clerks, general	\$\$	430
Security guards	\$	391
Computer software engineers, applications	\$\$\$\$	380
Waiters and waitresses	\$	364
General and operations managers	\$\$\$\$	363
Truckdrivers, heavy and tractor trailer	\$\$\$	346
Nursing aides, orderlies, and attendants	\$\$	323
Janitors and cleaners	\$	317
Postsecondary teachers	\$\$\$\$	315
Teacher assistants	\$	301
Home health aides	\$	291
Laborers/freight, stock, material movers	\$	289
Computer software engineers	\$\$\$\$	284
Landscaping and groundskeeping workers	\$\$	260
Personal and home care aides	\$	258
Computer systems analysts	\$\$\$\$	258
Receptionists and information clerks	\$\$	256
Truck drivers, light or delivery services	\$\$	215
Packers and packagers, hand	\$	210
Elementary school teachers	\$\$\$\$	202
Medical assistants	\$\$	187
Network and computer systems administrators	\$\$\$\$	187
Secondary school teachers	\$\$\$\$	187
Accountants and auditors	\$\$\$\$	181

ployment numbers and faster than average growth rates. General and operations managers should grow at about the same rate as the total for all occupations, while security guards are projected to grow 35.2 percent — making it the fastest growing occupation of the 30 on this list that is not computer- or health-related.

**Where The Jobs Aren't**

And what occupations are projected to decline (*see graph, page 19*) ? Occupational employment declines usually are caused by technology (thus reducing the need for labor), or a transfer of duties to different occupations. The occupations expected to have the largest declines include farmers and ranchers and administrative support occupations. Although declining employment often results in unfavorable prospects or limited opportunity, some openings may occur if the number of people leaving these occupations is greater than the overall decline

numerical growth than any other health-related occupations. Home health aides, medical assistants and personal and home care aides — all among the 30 fastest growing — are also on this list.

Postsecondary teachers, teacher assistants, elementary school teachers (except special education), and secondary school teachers (except special and vocational education) are all projected to have large numbers of job openings. Elementary school teachers (except special education) is the only category with below average employment growth.

The two food service occupations — combined food preparation and service workers, including fast food and waiters and waitresses — have large em-

in jobs.

**Did you know?** The baby-boom generation was born from 1946 to 1964, so the oldest baby boomers turn 56 this year.

board operators (including answering services), and other office and administrative support occupations. Farmers and ranchers, dishwashers, railroad brake, signal and switch operators, and utility meter readers

*Continued from previous page*

will also decline as a result of improved technology, while farmers and ranchers face the additional challenge of industry consolidation.

### **Back to the Future**

Preparing for tomorrow's workplace involves more than knowing what to expect. Acting on that knowledge — obtaining the education, skills, training and occupational information for career planning — will be even more critical to success in the workforce of the future than it has been in the past. Among the resources available to meet this challenge is the just-published 2002-03 Occupational Outlook Handbook, which contains detailed information on hundreds of occupations, covering nearly 90 percent of the jobs in the economy. It is available online at [www.bls.gov/oco](http://www.bls.gov/oco). The Occupational Outlook Quarterly also is available online at [www.bls.gov/opath/ooq/ooqhome.htm](http://www.bls.gov/opath/ooq/ooqhome.htm). For other employment, occupational, and related information from the Department of Labor's Bureau of Labor Statistics, visit [www.bls.gov](http://www.bls.gov)

*Article available online at [www.dol.gov/21cw/magazine/020314/parents.htm](http://www.dol.gov/21cw/magazine/020314/parents.htm)*

#### **Occupations Losing the Most Jobs Employment Growth in Selected Occupations, Projected 2000-2010**

	<b>Thous</b>
Farmers and ranchers	673
Order clerks	631
Tellers	561
Insurance claims and policy processing clerks	510
Word processors and typists	490
Sewing machine operators	474
Dishwashers	430
Switchboard operators, including answering service	391
Loan interviewers and clerks	380
Computer operators	364
Dining room and cafeteria attendants and bartender helpers	363
Electrical and electronic equipment assemblers	346
Machine feeders and offbearers	323
Telephone operators	317
Secretaries, except legal, medical, and executive	315
Prepress technicians and workers	301
Office machine operators, except computer	291
Cutting, punching, and press machine operators	289
Postal Service mail sorters, processors, and operators	284
Railroad brake, signal, and switch operators	260
Wholesale and retail buyers, except farm products	258
Meter readers, utilities	258
Butchers and meat cutters	256
Parts salespersons	215
Inspectors, testers, sorters, samplers, and weighers	210
Eligibility interviewers, government programs	202
Door-to-door sales workers/news and street vendors	187
Procurement clerks	187
Railroad conductors and yardmasters	187
Barbers	181

## Transferring - Which School is Right For You?

### Members of the Accreditation Council (AACSB)

*(Only Schools with at least Bachelors, no MBA only schools)*

The American Assembly of Collegiate Schools of Business, an organization of institutions devoted to higher education for business administrations and management, was formally established in 1916. The membership of the Assembly has grown to encompass not only educational institutions but business, government, and professional organizations as well, all seeking to improve and promote higher education for business and working to solve problems of mutual concern.

University of Akron	Canisius College	Georgia Southern University
University of Alabama	Carnegie Mellon University	Georgia State University
University of Alabama at Birmingham	Case Western Reserve University	Gonzaga University
University of Alabama in Huntsville	University of Central Arkansas	University of Hawaii
University of Alaska Anchorage	University of Central Florida	Hofstra University
University of Alaska Fairbanks	Central Michigan University	University of Houston
University of Albany	Central Missouri State University	University of Houston – Clear Lake
University of Alberta	University of Cincinnati	University of Houston – Downtown
Alfred University	Clark University	Howard University
The American University	Clark Atlanta University	University of Idaho
Appalachian State University	Clarkson University	Idaho State University
University of Arizona	Clemson University	University of Illinois at Chicago
Arizona State University	Cleveland State University	University of Illinois at Urbana-Champaign
Arizona State University West	College of Charleston	Illinois State University
University of Arkansas	College of William and Mary	Indiana State University
University of Arkansas at Little Rock	University of Colorado at Boulder	Indiana University
Arkansas State University	University of Colorado at Colorado Springs	Indiana University-Northwest
Auburn University	University of Colorado at Denver	Indiana University - Purdue
Auburn University at Montgomery	Colorado State University	Indiana University at South Bend
Babson College	University of Connecticut	Indiana University Southeast
Ball State University	Creighton University	University of Iowa
University of Baltimore	University of Dayton	Iowa State University
Baruch College	University of Delaware	Jackson State University
Baylor University	University of Denver	James Madison University
Bentley College	DePaul University	John Carroll University
Binghamton University	University of Detroit Mercy	University of Kansas
Boise State University	Drake University	Kansas State University
Boston College	Drexel University	Kennesaw State College
Boston University	Duquesne University	Kent State University
Bowling Green State University	East Carolina University	University of Kentucky
Bradley University	East Tennessee State University	Lamar University
Brigham Young University	East Texas State University	La Salle University
Bryant College	Eastern Illinois University	Universit�e Laval
The University of Calgary	Eastern Michigan University	Lehigh University
University of California at Berkeley	Eastern Washington University	Louisiana State University
California Poly. State Univ., San Luis Obispo	Emory University	Louisiana State University in Shreveport
California State Polytechnic University, Pomona	University of Florida	Louisiana Tech University
California State University, Bakersfield	Florida Atlantic University	University of Louisville
California State University, Chico	Florida International University	Loyola University
California State University, Fresno	Florida State University	Loyola University Chicago
California State University, Fullerton	Fordham University	Loyola College in Maryland
California State University, Hayward	Fort Lewis College	Loyola Marymount University
California State University, Long Beach	Francis Marion University	University of Maine
California State University, Los Angeles	George Mason University	Marquette University
California State University, Northridge	George Washington University	University of Maryland
California State University, Sacramento	Georgetown University	University of Massachusetts Amherst
California State University, San Bernardino	University of Georgia	University of Massachusetts Lowell
	Georgia Institute of Technology	Massachusetts Institute of Technology

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McNeese State University	University of Oregon	The University of Tennessee at Martin
The University of Memphis	Oregon State University	Tennessee State University
University of Miami	Pace University	Tennessee Technological University
Miami University	Pacific Lutheran University	The University of Texas at Arlington
The University of Michigan	University of Pennsylvania – Wharton	The University of Texas at Austin
The University of Michigan – Flint	The Pennsylvania State University	The University of Texas at El Paso
Michigan State University	University of Pittsburgh	The University of Texas at Pan American
Middle Tennessee State University	University of Portland	The University of Texas at San Antonio
Millsaps College	Portland State University	Texas A&M University
University of Minnesota	Purdue University	Texas Christian University
University of Mississippi	Radford University	Texas Tech University
Mississippi State University	Rensselaer Polytechnic Institute	University of Toledo
University of Missouri – Columbia	The University of Rhode Island	Towson State University
University of Missouri – Kansas City	University of Richmond	Tulane University
University of Missouri – St. Louis	Rider University	University of Tulsa
University of Montana	University of Rochester	University of The Pacific
Montana State University	Rochester Institute of Technology	University of Utah
University of Montevallo	Rollins College	Utah State University
Murray State University	Rutgers University – Camden	Valdosta State University
University of Nebraska - Lincoln	Rutgers University – New Brunswick	Valparaiso University
University of Nebraska at Omaha	Rutgers University – Newark	University of Vermont
University of Nevada, Las Vegas	Saint Cloud State University	Villanova University
University of Nevada, Reno	St. John’s University	University of Virginia – McIntire
University of New Hampshire	Saint Louis University	Virginia Commonwealth University
University of New Mexico	Salisbury State University	Virginia Polytechnic Institute
New Mexico State University	University of San Diego	Wake Forest University – Wayne Calloway
University of New Orleans	San Diego State University	University of Washington
New York University – Stern	San Francisco State University	Washington University
Nicholls State University	San Jose State University	Washington & Lee University
Norfolk State University	Santa Clara University	Washington State University
The University of North Carolina at Chapel Hill	Seattle University	Wayne State University
The University of North Carolina at Charlotte	Seton Hall University	Werber State University
University of North Carolina at Greensboro	Shippensburg University	University of West Florida
University of North Carolina at Wilmington	University of South Alabama	West Georgia College
North Carolina State University	University of South Carolina	West Virginia University
University of North Dakota	University of South Dakota	Western Carolina University
University of North Florida	University of South Florida	Western Illinois University
University of North Texas	Southeastern Louisiana University	Western Kentucky University
Northeast Louisiana University	University of Southern California	Western Michigan University
Northeastern University	Southern Illinois University at Carbondale	Western Washington University
Northern Arizona University	Southern Illinois University at Edwardsville	Wichita State University
University of Northern Colorado	Southern Methodist University	Winthrop University
Northern Illinois University	University of Southern Mississippi	University of Wisconsin – Eau Claire
University of Northern Iowa	Southwest Missouri State University	University of Wisconsin – La Crosse
University of Notre Dame	SUNY Buffalo	University of Wisconsin – Madison
Oakland University	Stephen F. Austin State University	University of Wisconsin – Milwaukee
The Ohio State University	Suffolk University	University of Wisconsin – Oshkosh
Ohio University	Susquehanna University	University of Wisconsin – Whitewater
The University of Oklahoma	Syracuse University	Wright State University
Oklahoma State University	Temple University	University of Wyoming
Old Dominion University	The University of Tennessee at Chattanooga	Xavier University
	The University of Tennessee at Knoxville	

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**Keys To Understanding Credit**

Naomi Howard  
*Alpha Alpha Chapter—Pensacola Jr. College*

**Internationalizing the Business Curriculum**

Kathy Moreno and Lee Ann Taylor  
*Sigma Chapter—Abraham Baldwin Agricultural College*

**What's Your Game Plan**

Patsy R. Fancher  
*Southwest Tennessee Community College*

**What Employers Want**

Amanda Kersey, Krystle Branch, Ruben Jacobo-Rubio  
*Sigma Chapter—Abraham Baldwin Community College*

**Humor in the Workplace**

Linda Hefferin  
*Alpha Delta Chapter—Elgin Community College*

**Expanding Your Network Base**

Ryan Cash and Casey Allison  
*Sigma Chapter—Abraham Baldwin Community College*

**STUDENT NOMINATIONS AND SPEECHES**

4:30 Advisers Dinner Meeting  
6:00 Buffet Dinner

**Saturday, April 29**

7:00 Breakfast buffet  
8:30 Student Election and Voting  
1:00 Two Reef Snorkel Trip  
6:00 Banquet Dinner  
8:30 Awards Presentation  
Election Results

**Sunday, April 30**

7:00 Breakfast buffet

Continued from front page, right

with his early song royalties. The singer, his parents and grandmother lived there for a year before moving to a two-story colonial house already known as Graceland, the house that Elvis would make famous.

A month after moving into the Audubon Drive home, *Heartbreak Hotel* hit No. 1 on the Billboard charts, ending any privacy Presley had in the neighborhood. Fans lined the suburban street, and police frequently had to be called.

A Life magazine article from August 1956 had pictures of teenage girls sitting with their ears pressed to his bedroom wall, and picking through the grass in his yard for souvenirs. The commotion became so intense that Elvis moved his bedroom to the back of the house.

Many of Alfred Wertheimer's photographs of the emerging star were shot at the house, chronicling Elvis' growing fame and fortunes.

Gleason will use photos from the era to help restore the home to its original appearance, a project he estimates will cost \$500,000 to \$750,000.

Despite the eBay sale, the home, which was built in 1953, still must go through the standard steps of a real estate transaction, a process that could take several weeks.

The most recent public appraisal for tax purposes valued the house at \$261,000, said Stephen Shutts, who facilitated the eBay sale.

The current owners, Mike Freeman and Cindy Hazen, paid \$180,000 in 1998.

Gleason did not elaborate on his long-term plans for the home, other than hoping to open it to the public.

"We didn't purchase this home to be bad neighbors to the folks on Audubon," he said. "We have no intentions of pulling up tour buses the day after we close."

*Peter Gleason is a member of Delta Chapter*

Continued from page 11

state to work with Kawasaki Rail Car and other businesses. And helping cash-strapped students. This year one student bound for Fordham University, Jamaica native Dwayne O. Kelly, received a Jack Kent Cooke Foundation scholarship.

‘ We’re trying to focus on what are the community needs. We’re not like other colleges that offer everything under the sun. If there are community needs, we work to meet them,’ Hankin said.

Hence individualized training programs for Kawasaki Rail Car and other businesses, thanks to some state grants. And newly launched certificate program for would-be entrepreneurs.

In recent years Westchester County has ceded some duties to the community college —’such as some supply purchases and labor relations. Hankin and unionized teachers recently negotiated their first contract.

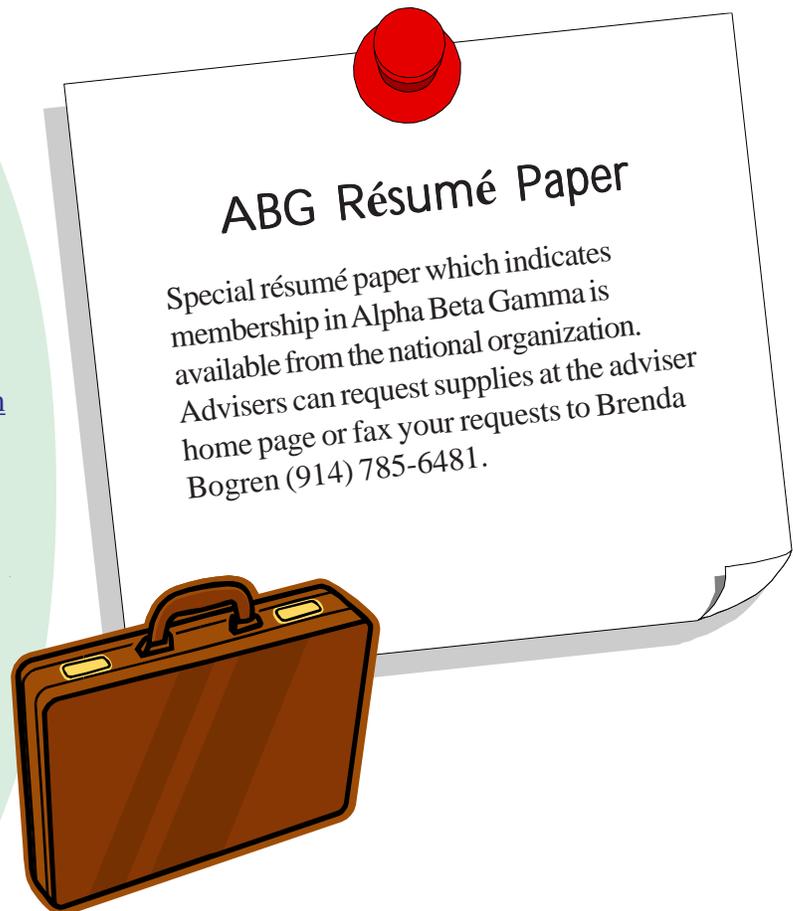
‘ We still have a number of outstanding issues we need to work out and we hope they can be resolved amicably,’ said Anne D’Orazio, president of the Westchester Community College Federation of Teachers, and a professor who teaches law, history and political science courses.

Hankin says neither he nor his wife, Dr. Carole G. Hankin, the Syosset public schools superintendent, plan to retire soon: ‘ I think psychologically we need things to do. If we retire, it just doesn’t appeal to either of us.’

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## Looking For a Job?

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## Humor: Health Q & A Session



Q: I've heard that cardiovascular exercise can prolong life; is this true?

A: Your heart is only good for so many beats, and that's it... don't waste them on exercise. Everything wears out eventually. Speeding up your heart will not make you live longer; that's like saying you can extend the life of your car by driving it faster. Want to live longer? Take a nap.

Q: Should I cut down on meat and eat more fruits and vegetables?

A: You must grasp logistical efficiencies. What does a cow eat? Hay and corn. And what are these? Vegetables. So a steak is nothing more than an efficient mechanism of delivering vegetables to your system. Need grain? Eat chicken. Beef is also a good source of field grass (green leafy vegetable). And a pork chop can give you 100% of your daily allowance of vegetable products.

Q: Should I reduce my alcohol intake?

A: Not at all. Wine is made from fruit. Brandy is distilled wine, that means they take the water out of the fruity bit so you get even more of the goodness that way. Beer is made out of grain. Bottoms up!

Q: How can I calculate my body/fat ratio?

A: Well, if you have a body and you have fat, your ratio is one to one. If you have two bodies, your ratio is two to one, etc.

Q: What are some of the advantages of participating in a regular exercise program?

A: Can't think of a single one, sorry. My philosophy is: No Pain...Good!

Q: Aren't fried foods bad for you?

A: YOU'RE NOT LISTENING!!!.....

Foods are fried these days in vegetable oil. In fact, they're permeated in it. How could getting more vegetables be bad for you?

Q: Will sit-ups help prevent me from getting a little soft around the middle?

A: Definitely not! When you exercise a muscle, it gets bigger. You should only be doing sit-ups if you want a bigger stomach.

Q: Is chocolate bad for me?

A: Are you crazy? HELLO Cocoa beans! Another vegetable!!! It's the best feel-good food around!

Q: Is swimming good for your figure?

A: If swimming is good for your figure, explain whales to me.

Q: Is getting in-shape important for my lifestyle?

A: Hey! 'Round' is a shape!

Well, I hope this has cleared up any misconceptions you may have had about food and diets.

And remember:

"Life should NOT be a journey to the grave with the intention of arriving safely in an attractive and well preserved body, but rather to skid in sideways - Chardonnay in one hand - chocolate in the other - body thoroughly used up, totally worn out and screaming "WOO HOO, What a Ride"

### Answers to Test Your Brain, page 12

1. The one sport in which neither the spectators nor the participants know the score or the leader until the contest ends is... Boxing
2. North American landmark constantly moving backward is... Niagara Falls. (The rim is worn down about two and a half feet each year because of the water that rushing over it every minute.)
3. Only two vegetables that can live to produce on their own for several growing seasons are... Asparagus and Rhubarb
4. The fruit with its seeds on the outside is... Strawberry
5. How did the pear get inside the brandy bottle? It grew inside the bottle (The bottles are placed over pear buds when they are small, the bottle is left in place for the entire growing season. When the pears are ripe, they are snipped off at the stems.)
6. Three English words beginning with dw are... dwarf, dwell and dwindle.
7. Fourteen punctuation marks in English grammar are... the period, comma, colon, semicolon, dash, hyphen, apostrophe, question mark, exclamation point, quotation marks, brackets, parenthesis, braces, and ellipses.
8. The original lakers referred to in Lakers is in Minnesota. (The team was originally known as the Minneapolis Lakers, and kept the name when they moved west.)
9. The only vegetable or fruit never sold frozen, canned, processed, cooked, or in any other form but fresh is... Lettuce

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