



Robert Hillman



Dr. William Burns Jones



H. Fish

FACULTY MATCH UP

Can you match the following faculty members with their spouses? Try it for fun! Solutions on page two.



(3)



(2)



(1)

SOCCER FOR KICKS

By Lynn Jones

On Monday, Jan. 25, Mrs. Susan Brown held an organizational meeting for the 1982 SMC soccer team. All high school students are eligible. The only equipment needed for the start of the season are sturdy running shoes, although players may later want to buy a pair of cleats.

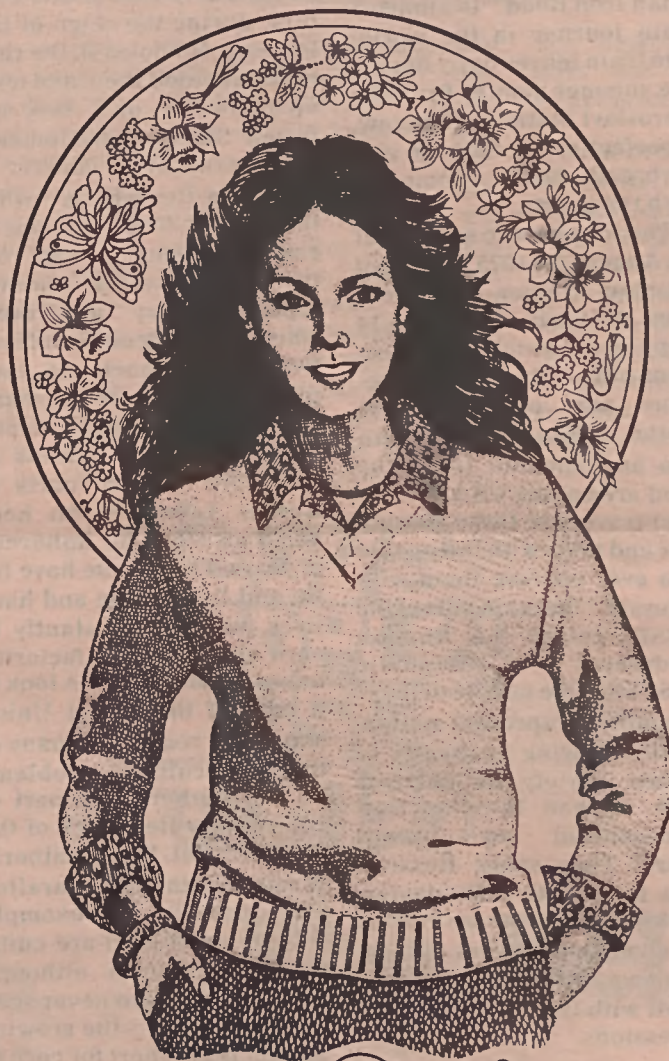
During the last week of January, the team will be working out in the gym and running cross country. When the ground dries out a bit, it will work on ball handling drills and plays. Practices will be held Mondays through Thursdays from 4 to 5 o'clock. The first game is on March 19, so there is plenty of

time to get in shape.

St. Mary's has had a soccer team for only six years, but as the years pass, student interest increases, leading to more winning seasons. This year's schedule includes two new opponents. One, newly opened Greensboro Day, is the farthest away. Games with Broughton are also scheduled. The season opens with Durham Academy. Other matches include Ravenscroft and Greenfield, SMC's greatest soccer rival. There is a total of nine games, with NCISAA competition. However, the finals are not played until mid-May, after the St. Mary's session ends.

According to Mrs. Brown, the team will have around twenty-five members. Usually no cuts are made if everyone is willing to put forth an effort. To her, a positive attitude is one of the most important elements in a player. In the past, the team has had a quick, strong defense and

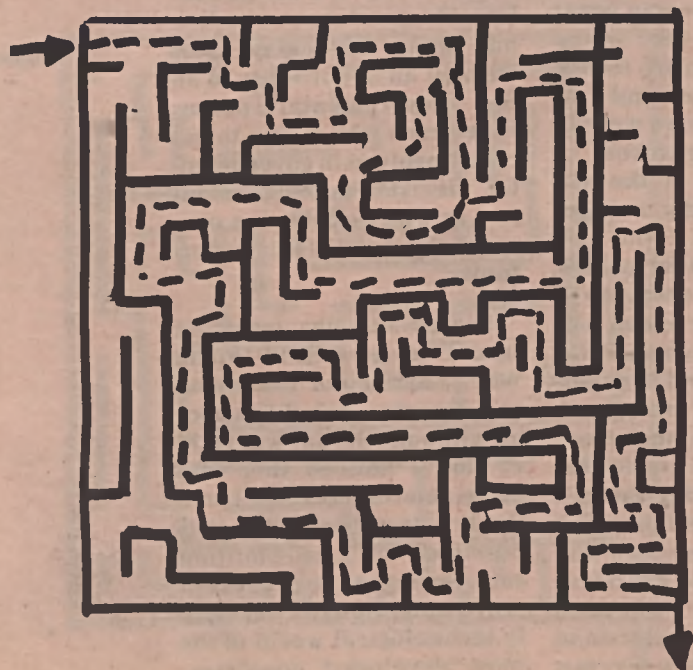
good ballworking on offense, but just has not been able to make the goals go. One position in particular that is hard to fill is that of goalie. Another problem is lack of a home field. All games are away, making practice more difficult. Nevertheless, the team has been aggressive on any field.



it's Spring

REMEMBER *Valentine's Day* FEB. 14th

MAZE



THE CAREER CORNER

By MGlenn Barwick

According to Tom Hopkins, author of *How to Master and Art of Selling*, selling is the "highest paid hard work — and the lowest paid easy work." Selling, be it a product, a car, a house or a business, isn't easy. To be able to sell, and sell right, requires the burning desire to achieve, enthusiasm, fearlessness, a caring personality, a memorable appearance, confidence, and most important of all, the ability to not take rejection personally.

To be able to sell effectively requires intuitive and psychological approaches. For instance, Hopkins recom-

mends that you use the persons name throughout your selling "speech." This causes buyers to listen closely to your message. A seller must be able to quickly uncover negative feelings towards a product. Hopkins says "there's no quicker way to chill your chances than to let your prospect know you think he's a dummy for owning the product."

The career of selling possesses many advantages. Sellers are free to express themselves in any way. Sellers have the freedom to be as successful as they want to be. Selling is challenging, offers high potential returns, is fun

and satisfying.

Selling also has many disadvantages. Sellers are known for being pushy. If you don't sel the product, you don't make a living. Selling is also physically taxing.

To be a seller, you can have anything from a high school diploma to a masters in business or advertising. Selling must be rewarding, too because there are millions in America today. As a student, you have probably already had a head start selling books, clothes, and more importantly, convincing your dad that the guy next door isn't all that bad!