

Did you ever wonder why some people have all of the luck with the opposite sex while the majority of people are unsuccessful and unhappy? Have you ever wondered why some people who do not have your good looks and intelligence are more successful than you?

There is a psychology to making a person fall in love with you that is simple and effective. Some people apply it without being aware that they are doing so. Let's examine some basic and important principles and procedures. **Explanation:** If John appears to have a dozen girl friends (or Mary a dozen boy friends), he will seem to be eligible. People will think: "If John has a dozen girl friends, it follows that I must be a very special person if I can get him to date me. When we go out people will look at me in envy and this will be good for my ego and self-confidence. I will do everything that I can to get him to ask me for a date." On the other hand, "If Jack does not have many girl friends but has a difficult time getting a date, there must be something wrong with him. If I go out with him people will laugh at me and will not date him even if he asks." Two examples follow:

1. Jack asked Jane for a date and Jane accepted

I attended the first part of the Democratic mid-term National Party Conference in Philadelphia recently. I forsook the opportunity to vote to override a Presidential veto in the House last Thursday to attend what I considered to be an opportunity to make a greater contribution to the welfare of blacks at the Party Conference.

I knew that even if the House overrode the President's veto of a program to subsidize the interest on mortgages for new homes, the Senate would not. As it turned out, of course, even the Democrat-controlled House could not muster the necessary 289 votes to override the Presidential veto. The Democrat-controlled House could muster only 253 votes to override and they had to win the votes of 53 Republicans to do that.

However, as the only black Member of Congress in attendance at the preliminary Democratic National Committee (DNC) Black Caucus' meeting in Philadelphia, I was permitted to suggest an amendment to the DNC's proposed Resolution on Accountability. The original Resolution stated:

"In that many people of this nation have expressed

Every year in this country some half-million black families will buy a house, one about every 60 seconds. It is safe to say that another half-million will begin thinking about it. If you are among this group you are perhaps already aware that purchasing a home today is not easy. The purchase is complicated, not only by the myriad new types of mortgages involved, but by the importance of a well chosen home to a family's economic well-being and status. This is one time you cannot afford to make a mistake.

America is often called a "nation of homeowners," but for a large majority of blacks a "nation of home occupiers" would more accurately describe the situation. More than three out of five black families do not own houses, they rent their dwellings. Of the remainder, about 75 per cent live in property that is mortgaged or otherwise financed. Among those who are genuine homeowners,

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Coping

The Psychology of Love Making

By Dr. Charles W. Faulkner

immediately. Four times each day in the following week Jane telephoned Jack thanking him for his invitation and checking to see if he had changed his mind. Jack began to suspect that Jane had no other offers for dates and he began to lose interest in her.

2. Mary invited Bill to a party at her home. Bill began to stop Mary every time that he saw her to praise her. He told her that she was beautiful, intelligent, mature, fun to be with, the kindest person he had ever met, and the most astute person he had ever met. Mary felt that she did not deserve the praise and felt that Bill simply had no close woman companion. She lost interest in Bill.

The two above cases indicate one of the most common truisms in male-female relationships: No one wants anyone no one else wants. In example

No. 1, Jane's continued telephone calls to Jack made Jack feel that she had no other suitors and was hanging on to him for fear that she would lose him and be left alone and lonely. In example No. 2, Bill's eagerness to praise Mary, even when she felt that she did not deserve the praise, made Mary think that Bill had no other female companion. She did not want him because she felt that no one else wanted him.

Most people adore the individual who is adored, or whom they think is adored, by other people. This strategy is followed by advertisers who tell you that thousands of people are rushing to purchase a particular brand of car wax, or hurrying to see the latest movie, or rock star, or enthusiastically buying a specific brand of clothing. The people who hear

this advertising become very excited. They feel that if everyone else is purchasing the item, it must be a product good enough for them. They think that they are "really getting something." Thus, advertisers get rich by making people think that the world is beating a path to their doorway. Whether this is actually true is not important. However, if people think that it is true, they will become aroused and select that specific product over competitive brands (that may, in fact, be superior in quality).

The very psychology applies to people as well. If someone thinks that other people consider you to be attractive they will think that you are attractive also. Whether you really are attractive to other people is not important. The important thing is what they think. If they think that you are attractive, they will want to associate with you.

Your suggestions are welcomed. Suggestions for future articles will be appreciated. Cassette tapes of this and other articles are available for individual use, discussion groups and classroom use. All letters and inquiries should be sent to Dr. Charles W. Faulkner, P.O. Box 50016, Washington, D.C. 20004.

An Independent View From Capitol Hill Democratic National Party Conference

By Gus Savage
Member of Congress

ed outrage at the Republican Administration's economic policy and its blatant assault against the poor, disadvantaged and working Americans; and

"In that this Party has continually reiterated its support of the principles of justice and equality of opportunity, economic freedom and dignity of the human quality of life for all Americans;

"Let the record show that the sense of the DNC Executive Committee is that elected Democrats must be held accountable, not merely in rhetoric — but in action — to the principles of this Party and its leadership."

I was in sympathy of this Resolution's proposal

which was to pressure the "Boll Weevils," Democrats who support Reagan's programs in Congress. Yet, I believe that it was too uncritical of the Democratic Party's national leadership.

While, by implication, it criticized the gap between that leadership's advocacy and its action, it failed to point out that even its advocacy was inadequate to the needs of Blacks.

Therefore, I suggested amending the second paragraph to read, "...this (Democratic) Party has continually reiterated more support than has the Republican Party for the principles of justice. ..."

The point of this modification was to make it

clear that the Democratic Party had advocated these principles merely more than the Republican Party but not necessarily sufficiently. The other modification I proposed was to add after that paragraph the following new paragraph:

"And, in that this Party's action on the national level has failed to match its advocacy, even though its advocacy has been insufficient to the need to substantially and immediately alleviate the gross discrimination suffered by Blacks in the United States;"

On the next day, Friday, I was permitted by my friend and staunch civil rights advocate, Mayor Richard Hatcher of Gary, who was chairing the official Black Delegates meeting, to present this amendment to the vote of the Black Delegates. After I did so, labor leader and equal rights spokesperson, Addie Wyatt, moved its adoption, and it was adopted by unanimous voice vote.

While the convention may not approve it, at least I succeeded in getting the Black Delegates to go on record as criticizing the inadequacy of our Party's commitment to racial justice.

Meeting Black Housing Needs: "Is There A House In Your Future?"

By William R. Morris, ASPC
Washington Housing Consultant

most are already old enough to be grandparents and retired, so let the choice in buying a home be a good one or at least a thoughtful one.

There is no end to the questions one might ask in choosing a home, and in fact the more questions, the better chance you have to make a sound selection. For starters, let's begin with a brief checklist

of what the first-time homebuyer needs to know in making good decisions.

SEARCHING FOR A HOUSE: Know what you are looking for in terms of price, type of home, general location, schools and neighborhood. Visit as many houses as possible. Check real estate brokers, neighborhood residents, community organizations, and city hall (about taxes, schools, etc.).

PURCHASE CONTRACTS: Before making an offer to purchase a home, you should know all about the house and its problems; how much you

are willing to pay, and whether or not the owner is eager to sell. After agreeing on the price, a formal purchase agreement will spell out the terms and conditions of the sale. Before signing an agreement to buy: obtain a lawyer's advice, negotiate the terms, know exactly what the agreement says and take your time.

FINANCING THE HOUSE: Banks, insurance companies, credit unions, mortgage companies and the homeseller all make mortgage loans. Check several lenders to find the best terms. Obtaining a loan will probably be expensive. You will probably have to pay mortgage application fees, legal fees, appraisal and inspection fees, a loan origination fee and insurance premiums. The lender must give you an estimate of these costs within three days of your loan application.

THE CLOSING PROCESS: A typical closing involves the transfer of title (ownership) of the property to you. The lender will list what you owe the

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Letter to the Editor:

An Open Letter to the

Chapel Hill-Carrboro Board of Education

Dear Board Members:

Your recent action to establish the concept of Co-Principals at the Culbreth Jr. High School disturbs the members of the South Orange Black Caucus. This letter is to express our displeasure. No doubt, your insensitive and blatant action of June 28, 1982 was counter-productive in light of the progress made in the Chapel Hill-Carrboro Community during the past ten years. We do not argue against your right to make the decision, but we certainly abhor the method that you chose to respond to such a critical issue.

It is not our job nor our desire to tell you and the superintendent how to manage our schools. However, it is our duty to raise issues and concerns when the citizens are denied the opportunity to express their feelings about proposed educational changes.

Had we been given the opportunity, we would have explored some sensitive and probing issues which needed exploration before the vote was taken. We would have asked, are we to infer from the proposed change that the current principal of the Culbreth Junior High School is incapable of performing his responsibilities?

If the above is true, then it seems to us that another appropriate action should have been tried first. We hold that the administrative staff should have designed a program of action for the principal to improve his effectiveness as an administrator, if he were found to be lacking some skills.

Is the lack of discussion a scheme to hide the principal's alleged shortcomings or is it a further extension of cruel racism disguised as incompetence? The issue is raised because it is a known fact that black educational leadership at the principal level has been steadily eroding.

We are seriously questioning the reduction in the number of minority principals in our school district during the present administrative leadership. The district has gone from a high of 3 minority principals under the former leadership in 1981 to a low of 1.5 principals for 1982-83. Why such a drastic change? What is left for us to conclude? We do not fully understand your collective wisdom of intent but a very clear signal has been communicated to us. Obviously, the educational black leadership is being eroded through a timely and calculated program as evidenced by the decision which placed the sensitive issue on the consent agenda in order to eliminate full discussion by board members and the public.

We submit that the key leadership should have known that an issue as sensitive as the one proposed deserved full and public discussion in any community, and particularly in the Chapel Hill-Carrboro Community.

Moreover, the experience of the Co-Principal concept has not been researched substantially to convince us of its viability and worthiness. The administrative staff through its own admission concludes that this needless "experiment" is estimated to cost between five and ten thousand dollars. It seems to us that costs are no factor when it comes to destroying black educational leadership. A majority of the board has spoken rather definitively to this fact. Your action of June 28 speaks so loudly that your precepts on paper are no longer valid with us. —Hank Anderson, Chairman South Orange Black Caucus

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