

TRAVELING SALES CREWS: A SELLER/BUYER RIP-OFF?

The current economic recession with its high unemployment has doubled the efforts of the flim-flammers to recruit eager, but inexperienced sales representatives to fast-talk prospective customers into buying magazines, chemical cleaners and the like.

Both the seller and buyer can lose plenty, reports the Better Business Bureau, and the rip-off can be so smoothly executed that neither party realizes what has happened until it's too late. Findings in a recent BBB survey indicate that the sellers often are bigger dupes than the customers that they are trying to sell.

The 'Help Wanted' Come-On

Nationwide Travel Program. Must be free to leave for U.S. beach resort areas and return. All transportation and expenses furnished. High pay and casual conditions.

Earn-Learn. National firm will place several to service student reading accounts. Company offers complete training, salary, transportation and room for advancement.

These are two typical newspaper classified advertisements that are used to recruit the young and unemployed. The ads usually don't mention the company's name, just the name of a recruiter and a local phone number. Interviews are generally held at a local hotel or motel. The promises are extravagant: big dollars, travel, advancement—glamour of all kinds.

In reality, the jobs may involve selling door-to-door magazine subscriptions, books, perfumes, chemical cleaners. The hours are long and under very close supervision. The pay is based only on sales made. Often food allowances are meager and little time and poor facilities are available for

eating. Lodging usually involves several persons sleeping in the same room in a less than glamorous motel or hotel. Every move is watched. Even phone calls and mail may be screened by supervisors.

To Customers: Pay Now, Receive Later

On the other side of the front door are the customers who are dogged with sales' pitches such as "vote for me" by buying a subscription; "I can win a scholarship with your help;" "I have almost enough points to win an award so I can start my own business." Some salespersons claim part of the purchase price is donated to a charitable organization.

In reality, points out the BBB, most salespersons never sell near the number of products needed to win an award or contest, if one, in fact, exists. As to donations to a charitable organization, the

facts show that such donations are not made or the amount donated is so insignificant as to be meaningless.

Look before leaping—or buying, advises the BBB. Prospective salespersons and customers should get the name of the firm and the address of its headquarters and check the company's reputation with their local Better Business Bureau before signing on.

At the initial interview, recruits should get in writing details about food and lodging arrangements, commission rates, bonus programs, what product will be sold, return transportation, number of hours spent daily on the job. Don't be pressured into taking the job before checking out the company thoroughly, even though some recruiters will tell prospects that the company is "leaving tonight" and there is no time to lose checking the details.

Consumers are protected by federal regulations. In door-to-door sales of \$25 or more, consumers have the right to cancel, in writing, a transaction up until midnight of the third business day after the date of purchase. The rule also requires the salesperson to tell you of your right to cancel, give you a contract or receipt, and give you two copies of a notice of cancellation form. If a customer cancels, the seller must within 10 days, refund all money paid including any processing and handling fees. State laws may offer further protection.

Basketball (Continued from Page 5)

officials announced that all 14 teams will play in the CIAA Tournament this season. Previously, only the top four teams from each division advanced to the post-season shootout.

As in previous years, the playoffs will be held in Norfolk's Scope Arena.

After that, there's little else new in the CIAA cage wars this year.

The league will continue to use the 30-second clock, and the three-point shot from just under 24 feet from the basket.

Some coaches, however, noted that they have recruited players for the coming season with the three-point play in mind.

"I used to have the biggest team in the CIAA," lamented Warren Reynolds of the Shaw Bears, "but I didn't win any games. Now I've recruited players to run and shoot."

Added Harvey Hearty of St. Augustine's, who saw his team lost the 1982 CIAA Tournament title game to Hampton on a three-point basket at the buzzer: "We hope you're right in picking us to finish so high. We

open with the University of D.C. (defending NCAA Division Two national champions), "and that's bad company up there in 'Reagan-land.'" In a lighter moment, Norfolk State's Charles Christian brought the house down when he said: "All you coaches be kind to me, after all, us Christians have suffered long enough."

Jake Ford of Fayetteville State said: "We never have big people, but we will show up at your place ready to play."

Hank Ford of Hampton, the defending CIAA champs, said: "As you know, we finished third in the NAIA out of 32 teams in Kansas City, and we're excited about this season, and I wish everyone good luck."

Virginia Union's Dave Roberts, whose Panthers won the division two national crown in 1980, said: "We're looking forward to a pretty good season. Last year, we gave the University of D.C. their toughest game in the regional playoffs."

Jesse Clements of NCCU drew another laugh when he said: "We will make the CIAA tournament."

Help Wanted

Dental Assistant

Completion of an approved dental assistant course; or completion of high school course work and one year of on-the-job training as a dental assistant, and required x-ray training when needed; or an equivalent combination of education and experience. Salary range: \$9,264 - \$13,644.

Consideration given only to persons submitting a completed application for staff employment with the University of North Carolina - Chapel Hill. Resumes unaccompanied by an application will be returned. For an application, please contact the Employment Division, 111 Pettigrew Hall, UNC, Chapel Hill, N.C. 27514. 962-2291. EQUAL OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER

NOTICE TO BIDDERS

As authorized by the Raleigh-Durham Airport Authority, sealed proposals will be received in the office of the Airport Engineer at the Raleigh-Durham Airport until 10:00 A.M., Tuesday, November 20, 1982 and immediately thereafter publicly opened and read for the sale of standing timber and pulpwood. Complete information and drawings designating the tracts are available in the office of the Airport Engineer.

EQUAL OPPORTUNITY EMPLOYER

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