

The next three columns will provide tips to help you to hold the pieces together if you should lose your job.

"I feel good about myself because I gave months of dedicated service to the job. Losing it could be the best thing that happened because I can, now, devote myself to a new career. This is exciting. The loss of the job is no reflection upon me as a person. I am still capable and highly qualified. There is no time for me to pout, get depressed or feel sorry for myself. I am a person with tremendous talent and potential. I will work my way up to the top again. One important thing that I do know is that no matter how tough things get, the sun will rise tomorrow. Eventually things will work out in my favor. But, I must not despair. I will work out a plan, talk with my trusted friends, get good advice and even look seriously into the possibility of entering a job training program. I will look at my life positively and will do everything that is necessary to make my life work out in my favor. I have overcome temporary setbacks before and will do so this time. I feel confident. I will win."

If you have lost your job or fear that you might, you should read the above paragraph over and over

## Coping What To Do When You Lose Your Job

By Dr. Charles W. Faulkner

again until it becomes part of you. Losing your job, as tormenting as it is, is not the worst experience that you have ever had — or will have in the future. Look at it as an opportunity. Not a setback. It is an opportunity to put your problem solving ability to use.

In most cases, there are forewarnings or indications that your job is in jeopardy. The best way to solve a problem is to be prepared for it. If you see it coming, take immediate steps to prepare yourself to either avoid it, or to deal with it when it happens. You can lessen the pain if you have prepared yourself to handle the financial and emotional burdens.

If you suspect that you might be fired but are

uncertain, eliminate the torture of the anxiety that accompanies the fear of losing your job. Ask your superior. Find out for certain if you will be laid off. It is better to know rather than to fear the unknown. So, don't be afraid to get the bad news. At least you can take the necessary steps to protect yourself.

But, suppose you are laid off without prior notice. What should you do? The very first thing to do is be calm. Walk out of that office with your head high and your chest out just as if you are on your way to a new adventure. The world has not ended. Panic will work against you. You will be respected and greatly admired for remaining cool, keeping your composure and dealing with this mat-

ter as the mature adult you are.

How would you feel if you were to observe an employee crying uncontrollably at the news of dismissal? How would you feel to observe the same individual holding his/her head up high and stepping out of this job into the excitement of a new career?

The answers are obvious. Others will hold you in high esteem if you accept the news with calmness and self-control. If you display emotional and compulsive behavior, you will probably be ashamed of it later. If you feel inwardly hurt, you must not show it. Your self-control will provide you with immense satisfaction and personal pride later. It is also a fine beginning for a new, positive approach to the rest of your life.

Editor's Note: 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.

# NSDC Building On A Decade Of Success

Since its inception in 1972, the mission of the National Minority Supplier Development Council (NMSDC) has been to increase the purchases of goods and services from minority-owned companies by its member corporations.

According to William R. Chaney, president of Avon Products, Inc. and chairman of NMSDC, "helping minority businesses to grow is one of the most effective ways to face up to the severe social and economic problems confronting our nation." Chaney who has served as chairman since 1980 believes that NMSDC has been successful in helping to expand markets for minority entrepreneurs and create thousands of new jobs for minority workers.

Today, NMSDC has grown into a network of 43 regional councils with satellite offices located throughout the country. NMSDC reported that its estimated annual value of goods and services purchased from minority enterprises increased from \$86 million in 1972 to over \$4.4 billion in 1982. The number of corporations actively involved with the Council has also risen substantially nationwide. In 1972, 261 corporations were involved in the work of the Council. Today, more

than 2700 are actively supportive.

The growth in the number of minority firms participating is also impressive. In a ten year period, minority firm participation has grown from 6,000 to over 16,000. Moreover, these firms have enjoyed an increase in the number of employees — from almost 10,000 in 1972 to well over 120,000, today.

While these figures are indeed impressive, Chaney cautions that the overall future of NMSDC is contingent upon the wholehearted cooperation of the government and many more private sector organizations.

Benjamin E. Jones, the newly appointed executive director of NMSDC, said that the Council is in a transition period. Similar to Chaney, Jones believes that the Council must reduce its dependency on the public sector and at the same time increase involvement and support of the private sector. "We must strengthen our relationship with the private sector. In the early 1970's when the National Minority Supplier Development Council was organized, the public sector provided the seed capital and the expertise. The private sector provided capital as well, together with in-kind ser-



CHANEY



JONES

Through initiative and leadership, he believes that all efforts to bring minority entrepreneurs into the mainstream of American business opportunities will be achieved.

Since NMSDC is one of the few effective vehicles that minority businesses have for securing a foothold in the mainstream of the

entrepreneurial arena, NMSDC must continue to strengthen its base of 43 soundly-financed and well-managed Regional Minority Purchasing Councils.

The National Minority Supplier Development Council is the advocate and coordinator of programs and efforts carried on through the national network. The role of the

local Regional Councils is to facilitate the establishment and the maintenance of an effective link between industry purchasing opportunity and the minority business communities throughout the country. The Regional Councils are the program implementors, providing the actual "hands on" service to the

minority business community and the corporate members.

The Council publishes a newsletter — *Minority Supplier News* — which has a circulation of 18,000 and functions as a national source of information on issues affecting minority business development at the National and Regional levels.

Chaney recognizes that many new challenges lie ahead in NMSDC's future. However, these new challenges do not at all suggest a new direction for the Council. "Our principal goal," he says, "is to establish a strong, healthy minority business community. We will constantly work towards that goal."

## UDI Receives Grant For Loan Fund

(Continued from Front)

calculated risk than commercial lenders, yet the advisory committee will be conscious of its responsibilities to support new plant start-ups and the formation of new industries within the Special Impact Area. There will be an effort to ensure the repayment of loans by employing pre-loan procedures. These procedures assure that RLF recipients receive technical and management support, if needed, until operating satisfactorily.

The RLF advisory committee has the following members: Ervin Allen, Jr. of the Durham Business & Professional Chain, Charles

Atwater of Hydro Services, Cecil A. Brown of Durham City Government, Bert Collins of North Carolina Mutual Life Insurance Company, Dr. Stewart B. Fulbright, retired business professor of N.C. Central University, John B. Mickle of Northwestern Bank, Ms. Juanita Pilgrim of Lincoln Community Health Center, Attorney Maceo K. Sloan of North Carolina Mutual Life Insurance Company, R. Edward Stewart, executive director of UDI Community Development Corporation, and Allen Woodward of First Union National Bank.

"Today, however, time and events point to a need for making the relationship stronger by changing the roles of the partners. This would certainly not diminish's overall leverage, but would reduce the Council's dependency upon the public sector by increasing the involvement of the private sector."

Jones explained that a major challenge before the Council today is expanding the active, ongoing, committed involvement of major corporations. Jones plans to reach out in a more aggressive fashion to the private sector so that more doors will open for minority-owned businesses so that these businesses may participate more freely in the market place.

At Avon, Chaney demonstrates his concern for NMSDC by making sure that the right people in his organization meet Avon's obligation. Chaney urges: "Today much more is expected of major corporations in taking initiative and giving leadership."

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