

St. Aug. Offers Management Assistance

RALEIGH—Through a joint effort of the U.S. Department of Commerce Economic Development Administration and Saint Augustine's College, a program of management and technical assistance has been implemented to help small businesses survive and regain a competitive edge in the market place.

Recent students have shown that small businesses generate most

of the new jobs in the country today. Despite their vital importance to a strong economy, however, small firms face many problems that endanger their continued existence. Therefore, the program of service to small businesses covers the broad fields of management guidance, market research and technical assistance in solving the many problems that beset business today.

To address these and other concerns of vital importance to small business, Saint Augustine's Economic Development Administration Center has scheduled for managers an owners a series of conferences, workshops, seminars and on-site visits designed to share with participants a description and assessment of the outstanding

approaches and methods for stimulating the group of small businesses or assisting them in their expansion.

If you have questions concerning the program, or if you wish to avail yourself of these services, please call (919) 828-4451, ext. 306, or write to the Saint Augustine's College Economic Development Administration Center, Raleigh, 27611.

NCCU Chancellor

(Continued From Front)

Frankly, it is not clear just what impact the deans' letter or the unrest among other members of the faculty and administration will have on the overall chancellor selection process.

The process is fairly cut and dried, buttressed by state law. The search committee is to submit two names to university system president William Friday's office, and if Friday doesn't reject them, they will go before the university system's board of governors. The board of governors will name a chancellor for the university to replace Whiting.

There doesn't appear to be any provision in the law by which any group, other than the search committee, can have any impact on the process.

In reality, it is just this cut and dried nature of

the process that has brewed most of the disgruntlement.

According to business school dean Richmond and other faculty members, the real problem with the process is the "narrow and limited search committee" and the lack of faculty input after the search committee began the screening process.

Richmond doesn't deny that opportunities were given to express what characteristics the new chancellor should possess, but he says no chances were given to monitor the process after that. In reply, Holloway says: "It was not their job to be in on the screening process."

Despite his protestations, Richmond says he doesn't think there is widespread concern among the faculty about who the next chancellor

will be because most feel they have no control over the process anyway.

"With the people that I believe to have been in the pool, those that are there certainly leaves some questions," Richmond said. "I would have thought the position would have attracted a number of college presidents, vice presidents and other top-level people."

Said Holloway: "There are some good people out there waiting to be discovered, and I don't think we should be robbing other schools of their presidents."

"Some people would like to see us dealing with a Malachi Johnson or a Benjamin Mays," Holloway said, "and who knows that one of these people won't turn out to be like them."

"I think it's been a fair process; it's been a difficult job. I don't know what else we could have done to attract more people. We advertised in all of the black newspapers, and in the Journal of Higher Education. We called people and told them of the opening and we wrote letters to all of the (college) presidents we could think of. We can't make people leave their jobs.

Holloway acknowledged that "it is easy for reasonable minds to disagree about the process."

Another area of concern is the capabilities and qualifications of a

new chancellor.

Richmond, noting that NCCU can't afford an on-the-job training program, said the new chancellor should have a high level of experience, should be a sound manager, have good fundraising capabilities, be familiar with the academic planning process and resource allocation, be able to effectively deal with the system's other constituents, and demonstrated works of scholarships.

Holloway said the search committee set up four basic criteria: scholarship, administrative experience, a capability to interact positively with the community and fundraising ability. He said the final four are "basically" the best of the total pool in those areas.

The deans' concerns compound complaints already voiced by other faculty members and administrators over the way a chancellor is being selected.

Members of the new N.C. Association of Black Educators, after failing to influence the process, recently called the process "secret and under the table."

The black educators were concerned that the process would field someone who would march blindly to the tune of UNC's general administration. They want someone that will work within the system without forfeiting NCCU's rich history and tradition as a black university. They want a retention of most of NCCU's unique identity without being completely hidden under UNC's umbrella.

Then about three weeks ago, a brawl erupted in a Faculty Senate meeting over the lack of information being given to the faculty and over what one member termed "decisions without faculty input."

From the minutes of the Faculty Senate meeting, six faculty members voiced objections to the whole search process, and much of it centered on a lack of communication between the faculty and its two search committee representatives.

The Faculty Senate is a 55-member body representing all campus departments. The faculty's representatives on the search committee are Dr. Authrell Sanders, chairman of the Faculty Senate and John A. Myers, a professor in the chemistry department.

After concerns were expressed, the Senate passed a motion directing Dr. Sanders to call a meeting of the faculty as a whole for them to vote on whether to accept, reject or prioritize the finalists.

Dr. Sanders couldn't be reached for comment so when she will call the meeting isn't clear, but the meeting should help determine just how widespread dissent is over the chancellor selection process among the faculty.

We Welcome Your Church News

News about happenings at your church should be in our office not later than Monday at 5 p.m. of the week of publication. You might send us a church bulletin that would indicate noteworthy news of your church happenings.



THE HOUSE WITH MUSIC IN IT—Although Lionel Hampton is known as one of the world's greatest jazz musicians, his private life and his past are just as illustrious. On an upcoming edition of

Tony Brown's Journal, Tony Brown profiles the man who is building homes for blacks in ghetto neighborhoods.

Don't Be Marked This Holiday

(Continued from Front)

dent of the National Association of Consumer Agency Administrators. "Many of us don't want to be considered tough customers."

Add to this, most experts in fraud investigations say the fact that women are inclined to believe the best about people, and are also usually looking for ways to come up with some extra money, or a "good deal", and you have a potential con game victim waiting to be fleeced.

Elderly people are also among a con artist's favorite victims.

They come at you from all directions, such as offers to buy space in retirement villages and apartment complexes that either don't exist, or the company is teetering on the verge of bankruptcy and can't deliver the space. Some con artists even offer you insurance policies that sound like good deals until you read the fine print which is often too late.

But one of the most successful con games run against the elderly is the famous bank examiner scam, mentioned earlier, involving Mrs. Morris.

In this trick, a well-dressed, articulate and official looking pair of men will appear at your door, flash an official looking set of identification and proceed to tell you about a thieving bank teller they are trying to catch. Sometimes the con artists pose as bank examiners, sometimes as bank officials. But their story really sounds good as they ask you to help them catch this thief.

What they want you to do to help is to draw out your savings, give it to them so they can mark the bills, put the money where the thieving teller can get to it, and wait to catch the crook red-handed.

The money, of course, is supposed to be returned to you and redeposited as soon as they catch the thief. But, of course, the last time you see these nice gentlemen is when they head "to the bank" with your money.

Recently, there have been several new variations of this con game cropping up around the country, according to fraud investigators.

One variation, particularly in large cities with busy banks, involved a con artist dressed as a security guard, who will approach a customer in a long line, "recognize" them as a preferred customer and offer to expedite the transaction. The guard leads you to comfortable seat, takes your money, and heads to the counter to make the deposit, or whatever. But as soon as you're not looking, he heads for the door.

In the third example mentioned earlier, Paul is about to succumb to an old scam called "slumming". In this game, the con artist buys an industrial or manmade "diamond" ring, and when he approaches you he either tries to get you think it is stolen, or he gives you a hard luck story about lost love, etc., and coaxes you into thinking that you can actually "get" a \$1000 diamond ring for ten per cent of its value or less. In some instances, the con artist will scratch glass with the stone, anything to convince you the diamond is more than a bauble that retails most places for less than \$25.

With times getting harder, people seem to be even more susceptible to con games than ever before, and believe it, the con artists have a game for

whatever deal you think you want.

Want a credit card without having to go through a credit check?

Well, there's a New York firm that specializes in this scam. They charge you a \$100 service fee for one card, either MasterCard or Visa, or \$150 for both, and they do arrange for you to get a card, without a credit check. But it turns out that you have to deposit the credit limit in a bank account.

The firm is currently being investigated by the New York Attorney General.

Another game that is beginning to crop up around the country bases its success on the fact that many people are having a hard time making credit purchases because of high interest rates and bad credit ratings. So some "firms" are offering to sell major appliances and other large ticket items for considerable discounts, provided the total price is paid in cash.

But once you've paid your money, waited several days or weeks past the supposed delivery date, you'll often find that "company's" phone is disconnected and there's no one at the address on their letterhead.

Job hunters have also become prime scam candidates.

In the New York area, for example, one con game advertises that at least 80 per cent of the executive, administrative and professional jobs in the area are not advertised. Then the ad asks you to send your resume if you are interested in a position that pays between \$18,000 and \$25,000 annually.

You pay a small fee, but don't get a job, and most of the time you don't even get an interview.

But all con games are not aimed at adults. Teenagers are potential victims, too.

One popular con game aimed at teenagers that has had some outstanding success in the southeast starts with a classified ad:

* Models wanted. No experience necessary. Contact...

You contact them, get an appointment and go down to find out that you're just what they need. You pay the \$100 registration fee.

Then you find out that you're so beautiful or handsome that, of course, you need a portfolio, which they will gladly shoot and process for you for just a couple hundred dollars. And then, just to give yourself an edge over the competition, you should take a few courses in hair style, posture, walking, etc., which they will teach you for just a few more hundred dollars. And on it goes until they get all the money you can scrape, steal and borrow. Then they tell you you've got to go out and get your own modeling jobs.

So everybody is a potential target, the young, the old, the low income, the rich, the smart and well-educated, the smart and not so well-educated.

The market for con victims is so wide and varied because as Captain Allen says: "All people who get conned appear to have one or two things in common — greed and a trusting nature."

Thus, if you want to get over, get something for nothing and have a trusting nature and have not been conned, hang on, they're coming.

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3615 Shrewsbury (Hope Valley North)—2,000 sq. ft., plus 4 BR, 2 1/2 bath, fireplace, den, formal DR & LR. Excellent condition. Call for more info.

3633 Shrewsbury (Hope Valley North)—Beautiful contemporary on a nice corner lot in the Durham County School District. Formal LR & DR, 3 BRs, 2 BAs, den, deck. \$15,000.00 and assume FHA 245 loan with payments \$539.23. A great buy! \$65,000.

815 Yosemite Contemporary—(Southern Durham County). This lovely contemporary is nestled among nature on half-acre lot. Custom-built 3 BR, 3 bath, DR & great room w/fireplace. \$68,000

Southern Durham County (Erwinwood)—PENDING Yosemite. New construction with 1/2 acre lot. Brick rancher with 3 bedrooms, 3 baths, den w/fireplace, formal LR & DR, with eat-in kitchen.

4100 Five Oaks—Condominium. New Listing—3 BR, LR, DR, kitchen w/breakfast area, 2 1/2 baths, and rock garden. Call for appointment. \$74,500.

902 Cook Rd.—This home offers you 3 nice bedrooms, 1 bath, nice hardwood floors. Very large lot. If this is your first buy, this is the one! \$32,000.

1404 Rosewood Ave.—4 BR, 2 bath, PENDING, den, loan assumption w/low monthly payments. \$46,900.

401 Pkase—Lovely older home, sculptured plaster walls, LR w/fireplace, DR, den, 4 BR, 1 1/2 bath, enclosed back porch and garage. \$45,000.

NCCU Area—820 Ridgeway—2 BR frame rancher. \$26,500.

Huntersville Rd. (Massey Chapel Rd.)—S. Durham. Only a few minutes from Chapel Hill & RTP. 3 BR, den, \$45,500.

306 Omega Rd. (River Forest)—Recently redone brick rancher in quiet neighborhood. 3 BR, 1 1/2 bath. Must see to appreciate. \$41,900.

106 Prince St. (Chapel Hill, NC)—PENDING, if neighborhood. Spacious fenced-in yard, lots of trees, 3 BR, central. \$39,500.

As Exclusive Rancher—NCCU Area—With over 2500 sq. ft., heated. This immaculate home with jalousied enclosed side porch consists of 3 BR, 3 baths, 2 fireplaces, formal LR and DR, plus kit. with breakfast nook, full basement. It must be seen to be appreciated.

1725 S. Alston Ave.—Brick rancher, 6 BR, 3 baths, den w/fireplace, carport, central air. Excellent home with several usages. \$65,000.

#2 Burgess Lane (Burgess Hills)—3 BR, 2 bath, LR, DR, new split foyer. Cash & conventional loans. \$69,900.

#2 Fieldstone Place (Old Farm). An immaculate 3 BR rancher, on corner lot, with over 1100 sq. ft. Large kitchen, LR, 1 1/2 baths. Ready to moved into. Call today. \$44,800.

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