



DIANNE NUNNALLY
—Wachovia branch manager

Nunnally Believes "Being A Success Requires Good Personal Skills"

Dianne Nunnally believes that being a success in the business world today requires good personal skills as well as technical knowledge.

"The most valuable product you have to market is yourself," said Mrs. Nunnally, branch manager of Wachovia Bank and Trust's Westinghouse office. "Customers need to know they can trust you. They have to believe in you before they'll believe in your product," she told a group of Charlotte branch managers recently in a presentation on how to increase loan sales.

Mrs. Nunnally has one of the best records in variable rate loan sales for Wachovia in Charlotte. She attributes that success to the faith her customers have in her.

"You have to be self-confident and an effective communicator to sell yourself and earn the faith of your customers," she said. "I tell them truthfully what I think will work best for them. They know that I'm really watching out for them and their money."

Having graduated with a degree in sociology, Mrs. Nunnally had a good understanding of people when she entered banking six years ago. Before joining Wachovia, she also received a master's degree in city planning and worked in that field in Atlanta.

When she moved to Charlotte, Mrs. Nunnally began work for Wachovia as a Personal Banker. In addition to that position, she now is the senior loan officer and manages the daily operations of the Westinghouse office as branch manager.

"No day is ever the same. It keeps things interesting," she added.

When she took the job as a Personal Banker, she was pleased to be able to use her communication skills and looked forward to the

Lisa Givens

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Knowing engineering requires a great deal of math, Lisa remarks. "I like some aspects of mathematics but not algebra."

Her self-description includes being "smart, reserved and quiet." Yet she could have very well added the diplomatic. When asked who was the person she most admired, this young lady tactfully replied, "I admire different things about a lot of people: one person's leadership skills, another's intellect." Other qualities she finds exemplary in others are "a sense of humor, kindness and patience."

Thoughtfully Lisa adds, "My mother is one of the people who has most of the qualities I admire." Lisa's mother is Lynn Given.

Laurie, age 11, is Lisa's younger sister. "At times," Lisa claims she likes being the eldest. "I don't know what being the youngest is like. I can't complain," she comments.

Lisa reveals that the most important thing to her now are "family, friends and school."

An insightful and mature young lady, she maintains the most important lesson she's learned so far is "to listen to people." She elaborates, "In first getting to know someone, look at that other person and notice things about what they do and say. Then you know what to say and what not to say." Lisa agrees this is a sure way of not ending up putting your foot in your mouth.

During this holiday season, this beauty plans to do a lot of Christmas shopping. "I've been doing more thinking about what I'm going to buy other people than what I want for myself," she admits. Does that mean she has enough stuff and doesn't want anything? "Well...." Lisa has to think about that.

This week's beauty attends St. Michael and All Angels Episcopal Church, where she's an acolyte.

contact she would have with the public. Through banking, she said she could continue to help people.

"I was interested in doing something a little different," she said. "I wanted to work with people, but I wanted something diversified."

Mrs. Nunnally's love for people comes from the role models she had as a child. Her father was a Baptist minister and always taught his children to put others first.

"Both my parents instilled in me a responsibility for others," she said. "It's carried through with me all my life."

Her parents also encouraged her to learn as much as she could from her surroundings. "We traveled a lot," she said. When she was in high school, they traveled throughout Europe and the Middle East while her father worked on his doctorate in ministry. "I think I learned things from traveling that I wouldn't have learned otherwise."

Now that she has a child of her own, Mrs. Nunnally tries to inspire the same ideals she was taught. She and her daughter, Brenda, who is 12,

enjoy traveling together. They visited both Mexico and the West Indies this past summer.

The main purpose of the trip was to visit the Mayan ruins, she said. She believes such travel will help her daughter in school.

"Traveling really broadens your horizons and gives you a unique chance to grow," Mrs. Nunnally said. "We sacrifice a few other things so we can travel, but it's definitely worth it."

Mrs. Nunnally enjoys spending time with her daughter at home, too. They share a love of music. Mrs. Nunnally directs and Brenda sings in the youth choir at Mount Carmel Baptist Church.

The two also have a common interest in ghost stories and mysteries. "I usually end up reading Brenda's books," Mrs. Nunnally said with a laugh.

She says that being a mother helps her in her work. "Having been there myself, I have more understanding. It gives me empathy rather than sympathy for others and helps me in solving problems."

A&T Accounting Department Receives \$49,500 Grant From Kellogg Foundation

Greensboro - A&T State University has received a \$49,500 grant from the W.K. Kellogg Foundation of Battle Creek, Mich., to strengthen the university's accounting curriculum.

The one-year grant was announced by Dr. Edward E. Fust, chancellor of A&T. He said the contribution "represents the Foundation's confidence in the overall excellence which exists in the School of Business and Economics and in its outstanding Department of Accounting. We are extremely grateful for this support."

According to Fust, the grant will be directed by Dr. Quinester Craig, dean of the School of Business and Economics.

The Kellogg Foundation funds will be used to improve the department's faculty development program. "They will help the department recruit outstanding accounting professors and will enable it to retain them. In addition, the grant monies will be used to provide assistance to faculty members who wish to pursue the doctoral degree," said Craig.

The grant also will be used to enable accounting faculty members to attend workshops and seminars on computer applications in the accounting field.

"Faculty members need to enhance their computer skills and to convey this information to their

Mecklenburg On Line

A new hour-long call-in show, "Mecklenburg On Line," airs Wednesday, December 11, 9 p.m., on public TV station WTVI, Channel 41. The quarterly show, hosted by Al Pruitt, will regularly feature Mecklenburg County Manager Gerald G. Fox.

On the premiere, Board of County Commissioners Chairman Carla E. DuPuy and Assistant County Manager Joe Bradshaw will join Mr. Fox to discuss Mecklenburg's solid waste disposal crisis.

Citizens are encouraged to call 372-2442 to ask questions of the panel on the topic of solid waste disposal, or on any other subject relating to County government.

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students," said Craig. "The hands-on computer capability will increase the marketability of our graduates. It will also provide them with additional knowledge related to their passing the CPA examinations."

Craig said some grant funds will be used to purchase equipment for the computer laboratory in the School of Business.

A&T currently enrolls 350 accounting majors. All of the accounting professors hold doctoral degrees or professional certification in accounting.

He said the quality of the A&T program is indicated by the increasing number of graduates passing the CPA examination, the many recruiters who come to the campus each year, and the level of funds being generated from corporations and accounting firms for student scholarships.

"The Kellogg Foundation has been a major partner in the development of our programs in the School of Business and Economics. This timely grant is extremely encouraging."

The nationally accredited School of Business and Economics includes departments of business administration, business education and administrative services, and economics. It also offers a major in transportation.

The W. K. Kellogg Foundation, established in 1930 to "help people to help themselves," has distributed more than \$93 million in support of programs in agriculture, education, and health. Areas of emphasis within those broad fields include adult continuing education, betterment of health; communitywide, coordinated, cost-effective health services; a wholesome food supply; and broadening leadership capacity of individuals in Michigan only. Projects are supported for economic development and opportunities for youth. The Foundation is today among the largest private philanthropic organizations in the world. It supports programs in the United States, Latin America, and the Caribbean, as well as international fellowship programs in other countries.

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