



Discussing the presentation for "Horizons in Business" by Douglas Caton, right, are Mrs. Dorothy Wallace, chairman of the Department of Business, and Dr. Bruce E. Whitaker. Caton,

a successful Virginia businessman, spoke to college and high school students on "Qualities to Make You Successful in Business."

## Qualities needed for success in business outlined by speaker

A Virginia businessman shared with high school and college students who attended Chowan's recent "Horizons in Business" program the "secrets" that have helped him to build a business empire.

Douglas Caton of Charlottesville, a former U.S. Army combat paratrooper who combines backgrounds in business and law, spoke in Turner Auditorium in McDowell Columns on 10 "Qualities to Make You Successful in Business."

Caton received his B.S. in commerce from the University of Virginia and juris doctor from the University of Virginia School of Law. He is a member of the Virginia Bar and a colonel in the U.S. Army Reserve.

### Successful Businessman

Caton "is either the sole owner or has a substantial interest in over 2,000 units of apartments, duplexes, and houses," according to Mrs. Dorothy Wallace, chairman of the Department of Business that sponsors the annual "Horizons in Business."

Caton also owns Mark Glick Interiors, an interior decorating firm, and two radio stations, AM and FM, in Lynchburg, Va. He is the largest stockholder and a member of the Board of Directors of Guaranty Savings and Loan.

Caton listed the 10 qualities as follows:

### Ten Important Qualities

1. Acquiring English, math and computer skills.
2. Perseverance. He said television is a negative influence since it jumps quickly from scene to scene. "You can't give up because you can't master a subject in one hour. Stick with it until

you've solved the problem. Be flexible. Don't let criticism throw you off from persevering. If you give up, you give up your chance to be successful."

3. Knowing how to handle adversity. "Everything is not a bed of roses. Don't let fear of failure prevent you from tackling a job. This is the greatest fear of young people," he said. "Everyone makes mistakes—everyone has adversity. You have to learn to overcome them." He said that even though life has its rough moments, "everyone can enjoy the rewards we have" such as our family, taking a day off to go fishing, and appreciating our job and good health.

4. Learning to be a team player. "Learn how you fit into your team. Do all you can to maximize your potential. Have respect for authority. We all have a boss," he said, explaining that the "public" is his boss.

"Self-control is important. Control your emotions. This person shows maturity and moves up."

5. Postponing gratification. He told the students to set up their goals and then be willing to delay getting something they want. He said they may have to choose between such things as getting a car or going to college, dating their girlfriend or boyfriend or studying for an exam. He told them to set up both weekly short range goals and long range goals. "Ask yourself where you want to be in five years, in 10 years. You want to work hard now and postpone gratification or you will never be successful."

6. Honesty. He told the students to be honest "to yourself, co-workers, and employer." He said

he has known of people who have thrown away a bright future with a company by stealing an item they easily could have purchased. He also said that goals can be incompatible, such as wanting to make \$5 million and live in a small town and work 8-5.

7. Work. "How you perform and not how you talk is important." He said they will be judged on their "AQ—accomplishment quotient." "We need a work ethic in our country," he added.

8. Good health. Caton said this includes diet, saying no to drugs, and good mental health. He said spiritual beliefs and the support of the family sustain the successful person.

9. The will to win. "The will to win—to be successful—is everything in life. If you have the will to win you can do anything."

10. Generosity. "You need to give something back." He said that obligation will lead people to support colleges, hospitals, libraries, museums and other worthy causes. "Help the greater community, not just your own interests." He said by giving "we show our gratefulness and belief in the system that has enabled us to be successful."

Following his address, several students asked Caton for advice concerning their chosen careers. Mrs. Wallace and President Bruce E. Whitaker noted that Caton's speech was very worthwhile in motivating the students to strive for success.

A reporter asked Caton the role women have to play as managers. Caton replied, "Women make very good managers. They are willing to start at the bottom and work up.

## Four grads appointed to various positions

The achievements of former students and graduates is one way to measure how successful a college is in preparing its students for entry into the market place and adult world.

Chowan, this fall, received in one week, news of former students receiving appointments as a high school principal, high school football head coach, and director of county social services.

Jack B. Jones, who graduated magna cum laude from Chowan, is the new Hertford County director of Social Services. He also has bachelor's and master's degrees from East Carolina University.

A Kinston native, Jones came to Hertford County from a similar position in Hyde County. He also served as a social worker in Martin County.

The new principal at West Montgomery High School is Fred W.

Davis, who was educated at Chowan, Campbell University and East Carolina University. He was previously assistant principal at Western Harnett High School. The 40-year-old Roanoke Rapids native also taught at Ben Haven School at Olivia.

B. T. Chappell has assumed the head coaching duties at Ayden-Grifton High School.

An Ayden native, Chappell coached for the past three years at Ayden Middle School where his football, basketball and baseball teams compiled a combined 65-12 record.

He is also a graduate of East Carolina University. Chappell also taught and coached at B. F. Grady Junior High School in Duplin County and Hobbton High School. His teams have produced numerous conference and district championships.

## Annual All-Star Football Game features 11 Braves

By TOM APPENZELLER

The Coastal Conference sophomore All-Stars played Dec. 5 in the James G. Garrison Football Stadium before an excited crowd and over 50 interested college scouts. On a bright, clear and crisp afternoon, the North All-Stars defeated their Southern counterparts 20 to 7 in the 15th annual contest.

The All-Stars, who had one day to put in an offense and a defense, played a very spirited and aggressive game. A few of the tackles were heard in the Columns building during the intense defensive struggle, but in the end it was mistakes that decided the outcome. Three interceptions, four fumbles and several costly penalties spelled defeat for the South All-Stars and victory for the North.

Chowan was represented in the contest by 11 sophomores and assistant coach Jim Garrison. Tight end Chuck Haislip had 2 receptions for 31 yards to set up the only South touchdown. Tackle David Bulmer, guard Brian Uzzo, center Owen Belton, and fullback Eric Wallace all started while split end Forris Fulford alternated for the South squad.

Defensively, tackle Martin Williams was selected a team captain and finished the day with 7 tackles. Strong safety Leon

Whitehead had 9 tackles, tackle Scott Hardee also had 9 tackles, linebacker Tony Bennett had 4 tackles and 1 fumble recovery while defensive end Tim McDuffie had two quarterback sacks, as the defensive players from Chowan all played well.

The 11 Chowan football players all performed well in the All-Star game and will all have a chance to continue their careers at senior colleges.

## College choir, stage band in concert

The Chowan College Choir and Stage Band presented its annual fall concert on Dec. 8 in Daniel Recital Hall.

The program featured seasonal and Christmas music as well as non-Christmas music, according to Dr. James M. Chamblee, chairman of the Fine Arts Department and the choir's director.

He said the Stage Band, directed by Professor Bob Brown, played "some old standards from the big band era as well as seasonal music." Chamblee said these included "Boogie Blues," "In the Mood," "I'll Be Home for Christmas," and "White Christmas."

Chamblee said the choir's concert ranged from familiar and not-so-familiar carols to standard choral popular music. He said the choir also played a variety of other music including a setting of an old American folk song, one piece of music from a Russian liturgy, and several pieces from Broadway and movies.