

# Students find freedom, money in distributorships

By LORI MORRISON  
Staff Writer

Many opportunities are available for students to make big bucks by peddling a long list of products ranging from pantyhose to car wax to their friends, family, roommates and professors. The money-making method is through distributorships—companies such as Amway, Shaklee, Mary Kay and now Oasis, which offer self-pace jobs with an unlimited income. Individuals act as distributors, buying products from the company wholesale and selling them door-to-door, at parties or with their own selling techniques. Distributorships are big business. Amway makes over 200 home-care products which grossed more than \$500 million in 1978. Shaklee, which specializes in food supplements but also makes cosmetics and household products, made \$280 million in sales in 1977. Closer to home, Oasis, a relatively new Durham-based company, has combined the marketing plans of the top distributorships in an effort to become the Amway of the natural-foods industry. Distributorships become a full-time job for some; for others they provide a supplementary income. For many student distributors, the convenience of working from their homes or dorm rooms is an attractive feature of the job. Tom Morris, a junior who has been an Amway

representative for the past two months, likes being a distributor. He enjoys the contact with people as well as the money he makes. Morris is trying to introduce the Amway plan to other UNC students. He says most people are attracted to the business for the money. Although many students may think they don't have time for the job, Morris said working for Amway had taught him how to better budget his time. Instead of relying on sales for profits, Amway distributors try to recruit new people into the business, earning up to a 25 percent bonus on the earnings of each new distributor they recruit. If an Amway distributor sponsors someone who becomes a direct distributor, (the first goal in the business), he receives 3 percent of that person's purchase volume for the rest of his life. Morris is working on becoming a direct distributor, a position which pays an average of \$1200 a month. He plans to retire in five years. Shaklee offers a similar marketing plan with a supervisor position (the next step after becoming a distributor) making \$3000 per month. Like Amway, a Shaklee member can sponsor someone up to a supervisor's position and he, in turn, makes a lifetime percentage of the supervisor's purchase volume. Shaklee distributors buy the products wholesale and sell them at any price they wish. At Oasis, the salesperson receives 68 percent of every dollar spent on Oasis products in the form

**Amway**  
We have it all!

**Shaklee**  
Discover the people devoted to natural harmony and good health.

Oasis distributors have the option of being a direct sales person, or a retail sales person who puts displays in stores, snackbars and cafeterias all over the country. Retail distributors make

lifetime commission on displays they install. Mary Kay consultants earn between \$10 and \$15 an hour. Mary Kay also has the same type of commission plan as the other companies. Consultants who recruit between one and four new consultants will earn 4 percent of the new recruit's purchase volume up to eight recruits, increasing 1 percent per recruit. The reason more students aren't involved in distributorships may be that they don't know about them. Many of the companies rely on word-of-mouth advertising. "It is a lack of knowledge on our part as to how to get the message to students, and a lack of knowledge on the student's part as to knowing what Shaklee offers them," Shaklee representative Steve Chaney said. Shaklee has used fliers on campus in past years to attract students to the business. Oasis representative Walker Pruitt said a meeting for interested UNC students is being planned in the form of a concert featuring local guest artists. The meeting will focus on how students can become Oasis distributors. The admission will be a label from any Oasis product. For more information about these companies call Amway representative Tom Morris at 929-8327; Shaklee representative Suzanne Chaney at 929-5334 or Beth King in Durham at 493-1203; Oasis at 493-4188 and Mary Kay representative Evelyn Pratt at 467-6456.

## Long gets Rhodes honor

By ANN SMALLWOOD  
Staff Writer

Following the examples of singer Kris Kristofferson and UNC Chancellor N. Ferebee Taylor, Carolina Union President Bob Long has been awarded a prestigious Rhodes Scholarship for two years of study at Oxford University in England. Long, a UNC senior majoring in history and English, was named as one of the nation's 32 recipients of the scholarship after regional competition in Atlanta Dec. 15. State competition was held in Greensboro Dec. 12. He is UNC's 24th recipient of the award. Long said he will begin his Oxford studies of philosophy, politics and economics in early October in preparation for law school and a possible service career. "Of course I'm excited that I won. I really wanted to study in England, but I don't think I could have afforded it otherwise," Long said. Long said the atmosphere was "very competitive" at the district interviews in Atlanta, which were supervised by about seven judges—among them a federal

appeals court judge, a college president and a prominent Atlanta lawyer. Four scholars were selected from the Southeast District. "They asked very specific questions in my field, like which war the Treaty of Utrecht ended," Long said. "But some of them were more off-the-wall like 'Where can you see evidence of the existence of God?' I came out of the interview thinking I was doomed." Long, 21, is a 1976 graduate of Reynolds High School in Winston Salem, where he was awarded the Montague Scholarship for having the highest academic average in his class. Long is a Morehead Scholar at UNC, and he has been on the Dean's List six semesters. Long has been a North Carolina Fellow and is a member of several academic honorary groups including Phi Beta Kappa, Phi Eta Sigma, the Order of the Grail and the Order of the Old Well. He is also a member of Chi Psi fraternity. Long was speaker pro tempore of the Campus Governing Council, the third ranking officer in Student Government, in his freshman and sophomore years.

## Employers on campus

Students can sign up for appointments with these representatives eight days ahead of the visit in the University Placement Services, 211 Hanes Hall. A resume is necessary at the time a student signs up for an interview. This is put in the folder accompanying the sign-up sheet.

DATE	ORGANIZATION
Jan. 15	Bell Telephone Laboratories Duracell Products Company
Jan. 16	First Federal Savings & Loan Association Hart Shaffner & Marx
Jan. 17	First Tennessee National Corporation Southern Railway System
Jan. 18	Olin Corporation Aetna Casualty & Surety GEICO (Government Employees Insurance Companies)

## Tickets ready for Renwick roast

Kappa Alpha Psi fraternity and its auxiliary, the Kappa Court, will sponsor "A Roasting Of Dean Hayden B. Renwick" at 7 p.m. Jan. 24 in Great Hall of the Carolina Union. Renwick has gained widespread attention as an outspoken critic of the University's admissions policy and the lack of an office for minority and disadvantaged students. Renwick's friends and colleagues in the College of Arts and Sciences will be at the roast to offer humorous quips about Renwick's life and work. Kappa Alpha Psi President Wayne Davis said the roast was organized to recognize Renwick's service to the

## Campus Calendar

Public service announcements must be turned in at the box outside the DTH offices in the Carolina Union by 1 p.m. if they are to run the next day. Each item will be run at least twice.

**ACTIVITIES TODAY**

The North Campus Chapter of the Inter-Varsity Christian Fellowship will meet at 7:30 p.m. in the Chapel of the Cross. UNC Crew invites any persons (male and female) interested in joining the team for Spring 1980 to its first meeting of the semester. This is also an organizational meeting for all current team members. The meeting will be held at 9:00 p.m. in the South Gallery meeting room.

A dental film, *Portrait of a Profession*, will be presented at 7 p.m. in Room 207 Venable Hall. Sponsored by the President/Premed Advising Office.

The Fellowship of Christian Athletes will meet at 9 p.m. in Room 213 of the Carolina Union.

APCO Book Co-op will be collecting books in Room 206 of the Carolina Union. Books will be sold in Rooms 207-209 of the Carolina Union. The Co-op will be open from 9:30 a.m. until 4:00 p.m.

There will be an important Human Relations Committee meeting at 4:00 p.m. in the Frank Porter Graham Lounge. Please inform Jennifer if you cannot attend. All interested people are invited to attend the meeting and to join the committee.

Is there life after birth? Delta Phi Alpha will discuss the question in German at Stammtisch. The meeting will be held at 9 p.m. at Youngblood's.

Enjoy afternoon coffee and German conversation at Koffee Kitch, at 2:30 p.m. at 307 W. Cameron Ave.

The North Carolina Student Legislature will hold its first meeting of the semester at 7 p.m. in Room 452 Hamilton Hall.

**UPCOMING EVENTS**

The Muslim Students Association of UNC will resume its regular Friday meetings for JUMAH from noon to 1:00 p.m. in Room 217 of the Carolina Union. This meeting will be held every Friday.

The Brothers of the United Christian Fellowship will meet at 5:30 p.m. Friday in the fifth floor Ehringhaus Lounge.

The Greenville off-campus chapter of Inter-Varsity Christian Fellowship will have a welcome back meeting at 7 p.m. Friday in the Chapel of the Cross.

There will be an officers meeting of the Sailing Club at 2:00 p.m. Friday in South Gallery.

Hillel is having a free Shabbat dinner at 5:34 p.m. Friday, at the Hillel House. The dinner will be first of a number of opening events. Make your reservations for dinner by 5 p.m. Thursday by calling 942-4657. The dinner, services and Oneg will be held at the Hillel House, 210 W. Cameron Ave.

There will be a Philadelphia College of Optometry slide presentation on the school's optometry program and a chance to talk with a student currently enrolled there. This presentation will be at 1 p.m. Friday in South Building.

Nihongo O Hatsu Kai starts on Friday. Come practice and enjoy speaking Japanese whether you can speak it well or not. The meeting will be held at noon Friday in the Frank Porter Graham Lounge.

## Students win Hearst prize

Two UNC students received William Randolph Hearst awards in December for excellence in feature writing. Chris Burritt, a senior journalism major, placed sixth for his story "Nazism" (*Weekender*, Nov. 15) and received a \$250 award. Michele Mecke, also a senior journalism major, placed 16th for her story "Lesbianism" (*Weekender*, Oct. 4) and received a \$25 prize. The School of Journalism screens entries for the monthly competition.

**Important:**

**UNION HOUSE STAFF ORGANIZATIONAL MEETING**  
Today - 5 PM  
Room 204 - Union

\*\*To remain on house staff 2nd semester, you must attend

**SPRING BREAK**

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\$300 — \$350  
FOOD AND DRINKS INCLUDED

Our sailboats will depart Ft. Lauderdale March 1st

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**THE Daily Crossword** by Marlon Moeser

ACROSS	35 Choir voice	53 Koran followers	13 "Adam —"
1 La Douce	37 Kiel, e.g.	55 Criticize	18 Eye part
5 City near Los Angeles	38 Soft drink	58 Reach	19 Locked
10 Unpopular worker	Menotti	61 Borough of Richmond	24 Bowling target
14 Make a call	40 Nasty whip	64 Fontanne's husband	25 Those who flee
15 China province	41 Influence	65 Author Sinclair	26 It goes with lox
16 Make sharp	43 Analyze the words	66 Fleuret	27 Dress shape
17 Arm of the Atlantic	44 Africa's neighbor	67 Mr. Gump	29 Governesses
20 The air vessel	45 Garland	68 Like some eyes	30 Be openly derisive
21 Crazy —	46 Men, generally	69 Queries	31 Take a break
23 Not moist	48 Land's —	DOWN	33 Popped
25 Failure	49 England	1 Lolling	34 Green food
26 Night flyer	51 Actor	2 Noisy affair	36 "Three Men — Horse"
28 Solar happening	Alastair and family	3 What the Indians sold for \$24	38 Tax man: abbr.
32 Owns		4 Writer Horatio	46 Auntie —
		5 Sighs	47 Agree in writing
		6 African native	50 Miss Hearst
		7 Merkel and namesakes	52 Jason's wife
		8 Without Fr.	53 — de Pinos
		9 Also	54 Sock hard
		10 Chases	55 Just right to eat
		11 Place for last-minute settlements	56 Movie dog
		12 Sheridan and Miller	57 Trudge
			58 Long journey
			59 Sugar suffixes
			60 Gist
			62 "Have you — wool?"

Yesterday's Puzzle Solved:

1 ACROSS: BIANCO, IDEAL, TART, LILIA, GRAMS, AGIO, DON'T BE ASHAMED, SISTER, RAG, LEIF, BAGS, WORDS, REMOTE, TRIED AND ONER, SHONE, MOE, PLAYCAT AND MOUSE, EAT, LIANO, USED, DISCIPLINE, CATERERS, ARISE, ARUM, URBAN, APOLLO, GILIA, RAINFALLS AND DOGS, MIRO, SHIRE, ERDS, ADEN, HEATS, DERN

1/10/80

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- 13 Button Navy Bells
- NATO Wool Pants
- Marine Wools
- Navy Wools
- Army Wools
- Air Force Wools
- Norwegian Wool Pants

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- MP Coats
- Air Force Flight Jackets
- Field Jackets in Olive Drab, Camouflage and Khaki
- P-Coats—New & Used
- Assorted Parka Styles
- Recycled Wool Shirts
- CPO Style Wool Spirts
- Wool Sweaters—New & Recycled

**PLUS ...**

- Wool Watch Caps
- Wool Mittens
- Leather Mittens
- Rubber Boots
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- Duffle Bags
- Thermal Socks
- Thermal Underwear

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