

NCWC graduate adds to successes

By TOM RIVERS

He is just 22 years old, is the youngest person in the U.S. to have passed Public Accountants exam, has earned his Masters in Business Administration, worked for a Big Eight accounting firm, and now runs his own CPA firm in Miami Beach, Fla. He is Marc M. Harris, a 1983 graduate of North Carolina Wesleyan College.

Harris began his college career at the age of 16. He had gotten bored with high school and decided it was time to go on to college. "I'm one of those people that has to be constantly working," said Harris.

"Wesleyan was the greatest thing to ever happen to me," recalled Harris. He says that he had proven himself academically and "I needed to catch up socially and Wesleyan was the best environment for me to do that."

Harris not only attended Wesleyan at a very young age, but condensed his four-year education into 2-1/2 years. His first year of college was spent at a community college near his home in Mount Dora, Fla. He continued his education at Wesleyan, because he liked the personal attention he would get in the small classes and, strangely enough for an accounting mind, for the financial aid package he was awarded.

After graduation from Wesleyan, Harris went on to Columbia

University in New York to work on his MBA degree. He attended Columbia for one semester before taking a summer internship with Ernst & Whinney, a Big Eight accountant firm in Miami, Fla. He went back to Columbia for the fall semester to finish his graduate work.

Upon graduation from Columbia, he was hired by Ernst & Whinney as an Advanced Tax Consultant, where Harris said he "learned how not to do accounting."

When he left Ernst & Whinney, he formed a Personal Financial Planning partnership with Patrick Fitzpatrick, a business associate he had met just four weeks prior to his resignation.

Harris then decided it was time to become his own boss, so he opened his own CPA firm in Miami Beach, Fla. Not only did he open a CPA firm, but he opened a Discount CPA firm. While other CPA's were charging \$75-\$125 per hour, Harris opened his doors in July to clients for the price of \$39 per hour.

He initially started his practice with approximately 50 clients, but has then since grown to over 200 clients located throughout the United States, the Caribbean, and Latin America.

Harris uses some unique approaches in his marketing approach for his firm. He not only discounts his prices, but he makes house calls and grants his clients credit. He said that he got the idea of house calls from the insurance and brokerage industry. He said he felt that "if I used that same practices and the insurance and brokerage firms used, it would create a more profitable CPA firm for me."

Harris is not only involved in working on making his CPA firm more efficient and profitable, but is involved in many different things. He attends events such as the recent christening of Carnival Cruise Lines new cruise ship, the Celebration, he makes venture capital deals for and with his clients, and Harris has recently established the Marc M. Harris Ac-



SUCCESSFUL ALUMNI — N.C. Wesleyan Alumni Association President Robert Kendall (left) presents award to Marc M. Harris (right), an alumnus who has become successful in accounting.

counting Scholarship at Wesleyan.

Harris funds this scholarship so that he can "give someone else the opportunity I had to get an education." The award, now \$500 annually, is given to an accounting

major selected by Harris himself.

The scholarship is quite unique in that, according to Harris, grades are not important. The main thing that is important to Harris is the essay the students submit with

their application that tells how they want to have an impact on the accounting community and the changes they want to make in the way the public thinks about the accounting profession.

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SENIORS WANTED FOR MANAGEMENT TRAINEE POSITIONS

Roses Recruiter on campus April 8 — Completed credential files required.

Sign-Up Deadline — Mar. 14

Krisch Hotels Recruiter on campus April 30 — Completed credential files required.

Sign-Up Deadline — April 10

Interview Skills Workshop, Monday, April 6, Free Period (10:50-11:50), Room 105.

Permanent Jobs with YMCA's across the nation. See job listings.

Several part-time sales clerks positions available. See the job board outside rooms 139 and 141 for more information.

Suggested Reading — *How To Master The Art of Selling* by Tom Hopkins; *How To Learn and Study in College* by Victor P. Maiorana; *Top Performance: How To Develop Excellence In Yourself, And Others* by Zig Ziglar; *What Color Is Your Parachute?* by Richard Bolles.

Doc's March Deals...

Monday — Impossible Lasagna Pie
Tuesday — Bisque of Hampton Crab
Wednesday — Chicken Wellington with potatoes
Thursday — Italian sausage sub

New, Served Daily: Baked Potato, \$1 — with toppings that include sour cream and chives, cheddar cheese, and bacon bits.

NOW — DOC'S DELIVERS! Doc's Restaurant will deliver pizzas to your dorm room. Deliveries are limited to weekends only. New introductory prize for a medium pizza is \$4.25. For the next two weekends of delivering, if you buy one medium pizza at \$4.25, get a second one for half price!

For other specials, see announcement in Doc's or the Administrative Building bulletin board

Office of Cooperative Education/Career Planning

Rooms 139 and 141
 Office Hours 8 a.m. - 5 p.m.
 Evening Hours By Appointment