

Profile

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four were former outlets of Winston Mutual.

Nine agents, two managers, three clerks and the district manager make up the staff of the Winston-Salem regional office. But Stanton is in the process of hiring additional personnel.

"By this time next year I hope to have double the current number of agents," he said. And that increase should cause more office positions for support people, he added.

GSM provides life and health insurance and annuities. "Annuities are money set aside for retirement, education or the like," Stanton said. "It's another way of buying insurance and getting a return back on your investment."

The company wants to do more than sell insurance in the region and has embarked on several civic projects to "give something back" to the people in the area. "We feel like we should be involved in making our community a better community in which to live," Stanton said.

Since he has been at the Winston-Salem office the company has donated funds to Delta Sigma Theta, the United Negro College Fund, Boy Scouts of America, Senior Games Support Group, St. John CME Church, Beta Iota Omega Chapter of AKA, the Swaziland Choir that performed at Winston-Salem State University and several programs at Carver High School. And company agents have been encouraged to get involved with community activities, Stanton said.

The new regional manager has agreed to give business lectures during workshops and regularly scheduled classes at WSSU. He is also trying to find ways to involve WSSU students in a co-op program with GSM. "We are trying to help students in the classroom understand what they can expect when they enter the corporate world," Stanton said.

With the company's civic-minded programs, efforts to strengthen East Winston's economic structure and continuing commitment to meeting the insurance needs of the community, the new regional manager hopes to firmly establish GSM as a good neighbor. He and the company share the same business philosophy, he said, which is the Golden Rule -- "Do unto others as you would have them do unto you."

Briefly

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tion Agency (Super Fund); and the United States Agency for International Development. The Task Force responsibility will be to monitor the implementation of the set-asides.

Congressman Dymally said, "I am very pleased that the Speaker responded with such sensitivity and urgency to this very important issue of jobs and economic security for women and minorities. His announcement before the House was an indication of the importance he places on this Task Force. I regard this as a challenge and I welcome this opportunity." Dymally, who is chairman of the Congressional Black Caucus, said he will name Rep. Conyers to head his special committee to monitor the Department of Defense.

The Department of Defense mandated goal includes as recipients, historically Black colleges and universities, minority business and minority mass media. The United Negro College Fund has submitted a technical assistance grant to the Department of Defense to provide assistance to small private institutions for defense contracts.

HBCU's are also eligible for Department of Transportation and Agency for International Development set-asides. United Negro College Fund officials have been concerned with the difficulty HBCU's have experienced in applying for these "set-asides" and applaud the interest Congress has expressed by establishing this important Task Force.

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