



**SALESMAN CLAYTON PERRY**  
...with customer Norman Freeman

## Clayton Perry Is Well

### On His Way To Real Success

By Jeri Harvey  
Post Staff Writer

They say the first thing a salesman must do is sell himself; after he's done that, selling the product is easy. If this is true, Clayton Perry is well on his way to success. Beginning this week, the 20 year old young man begins a new career as an automobile salesman at Royston Chrysler-Plymouth on Pineville Road. In spite of his youth and lack of experience, no one who knows him has any doubt that he'll succeed.

Curtis Johnson, project director with Recruitment Training Program (RTP), and the man who helped Clayton land his new job, is sure he'll make it. Claude Royston, owner of Royston Chrysler-Plymouth, believes his new employee will be "a definite asset to the company and to the automobile industry."

Rev. Leon Riddick, pastor of Mt. Carmel Baptist Church where Clayton belongs, describes him as "a very unusual young man who should go far."

Wearing a wide smile, Clayton told how he got the new job, how he feels about the people who have helped him and about how he feels about life in general. "I was working as a printer for a local company," he began, "but I knew it was a dead end job and I wanted something better to do with my life. A co-worker told me about RTP so I went by and told them I needed some help. Mr. (Curtis) Johnson began to work with me and he heard a salesman was needed

at Royston's. He set up the appointments for interviews with Mr. Royston and did everything he could to help me. He really went out of his way. I'm thankful to him and all the employees at RTP who worked so hard for me. They seem to take a personal interest in their clients."

Johnson, who has sales experience himself, said he recognizes in Clayton many of the qualities which make a good salesman. "He has the drive, the eagerness and the determination. If he is willing to put his whole self into the effort and make some sacrifices he can go as far as he wants to," Johnson predicted.

RTP is a federally funded organization begun in 1964, primarily to recruit disadvantaged citizens to the building and construction trades. With national headquarters in New York, there are 53 offices in 20 states - 4 in North Carolina. They have now expanded their services to cover a wide range of jobs, including technical, managerial and professional. According to Johnson, "Any man or woman who is unemployed, underemployed, ready for a career change or whatever, may come to us for assistance. There are no requirements except that they bring with them a commitment to do well," he concluded.

Clayton has already demonstrated his ability to sell. A few years ago while selling Vanguard Fire Alarms, he won a trip to California and was the first black salesman to reach the international sa-

les chart. Making sacrifices is nothing new to him either. He dropped out of East Mecklenburg High School and joined the army to help support his family after his father was disabled. He returned to earn his diploma and is taking classes in business administration at Central Piedmont Community College now.

Royston said he is "very optimistic" about Clayton's future as a car salesman. "He appears to be a young man of extremely high caliber and he's already demonstrated an interest and enthusiasm far beyond the ordinary. Even before he was placed on the payroll he spent hours watching training films, reading and observing other salesmen at work. He'll be a welcome addition to our organization," Royston added.

Rev. Riddick describes Clayton as a "very active young church member. Since Clayton became chairman of the Young Adults Organization, enrollment has nearly doubled. He has organized and is the president of a church bowling league, sings in the Sanctuary Choir and participates in a Jail Ministry each first Sunday. He's a fine young man," Rev. Riddick added.

Mr. and Mrs. John Perry are Clayton's parents and he has three younger sisters. His mother, Mrs. Evelyn Perry told us, "Clayton has acted as head of our household ever since my husband became disabled and he is an unselfish devoted son. He's a hard worker for his family and for his church too."

Clayton is a young man who doesn't wait for good things to happen to him. "I'm always searching for something better," he said. "I don't mind working and I enjoy contact with people. A lot of people have been helpful to me and whenever I can I try to help someone else."

He thrives on challenges and right now he's all set to accept a new one. If his past performances and the predictions of people who know him are any indication, more will be heard about him in the future.

#### Harlem Queens

#### Begin Training

The New York Harlem Queens Black Girls basketball team, which has been in existence since 1941 touring the United States, will open their season in October. The training camp will be held in Beloit, Wisconsin.

The New York Harlem Queens play men's teams, men's rules and put on a colorful basketball show.



Don Carroll, District No. 1 Council Candidate, has supported neighborhood redevelopment and preservation, including the development of a neighborhood center for more accessible community services and the convenience of the elderly and the poor in his district. Traffic control and new bus routes Carroll says are also needed in District No. 1.

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## N.C. Mutual Is World's Largest Black Enterprise

By Jeri Harvey  
Post Staff Writer

North Carolina Mutual Life Insurance Company, with assets in excess of \$152 million is the largest black enterprise in America.

Begun by seven black men in 1898 to insure blacks a decent burial and provide modest benefits to their survivors, the fledgling company nearly perished at the beginning. All but two of the founders had left by the end of the first year of operation.

These two, John Merrick, a barber, and Aaron McDuffie Moore, a physician, were fortunate in recruiting the services of Charles Clinton Spaulding, a high school graduate who came to make all the difference in the world to the new venture, and who dominated its affairs until his death in 1952.

In a period when any successful business man was a rarity, Spaulding was a legend. He became nationally known, and gave North Carolina Mutual visibility and credibility at a time when blacks as well as whites looked upon a black enterprise with doubt and suspicion.

Today, with W.J. Kennedy as president, the company maintains its image as a stable, respected business which continues to grow annually.



**William "Bill" Clement**  
...Executive vice president

Each year, a "Cloudburst Program," designed to increase coverage for the public and to increase sales for the company, is held. The company's four districts are pitted against each other, with prizes awarded to the top sales persons and the honor of hosting the victory celebration going to the winning district.

This year's 34th celebration is dedicated to William (Bill) Clement, executive vice-president, who retires at the end of this year with 50 yrs. of active service to his credit.

He began his work with North Carolina Mutual while

still a college student and began his career as a full time agent upon graduation from Talledega College. Over the years he advanced through the ranks until his promotion to Executive Vice President in 1976.

According to those who know him, Clement is well known in the Durham Community as a churchman, an educator, fraternal man, civic worker and thinker whose advice is sought on weighty problems which concern community, state and nation. It is hoped that this year's Cloudburst will be a worthy tribute to him.

## Johnson Says Whittington

### Is "Patient Legislator"

Continued from Page 1

tragic that three years after receiving \$1.7 million in funds for Cherry, Community Development has spent only \$40,000 above the administrative costs in the area," he said. "Their answer when questioned as to why, is that it takes time." Johnson also voiced a concern for neighborhood stability, saying "that zoning should be done to determine traffic patterns instead of vice versa."

In addition, Johnson said a survey has shown that there is a need for about 800 miles of sidewalks to be built in Charlotte, most of it in the least affluent neighborhoods and he feels "a bond vote for sidewalks is the solution to this problem."

A resident of Charlotte since 1957, Johnson received his architectural degree from Clemson University and did graduate studies in Planning at UNC-Chapel Hill. He is Past President and Chairman of the Board of Directors of the Charlotte Civitan Club, Past Chairman of the Housing and Planning

Task Force, Model Cities Program and was commissioned by the Scott Administration to restore the North Carolina Capitol Building in Raleigh.

Johnson and his wife, Sarah have two children, Craig and Becky. They are members of Myers Park United Methodist Church.

#### Shaw University

#### Holds Convocation

Raleigh, N.C. - Shaw University officially opened its 113th academic year on Friday, September 16. Dr. John W. Fleming, Interim President, was the main speaker. Dr. Fleming spoke on the topic, "Wanted: A Philosophy of Education."

Dr. Fleming, who succeeded Dr. Fields as Chief Administrator for the University, spoke of this year's academic theme: Excellence in Performance Through Shared Responsibility and Accountability.

The Convocation was held in Spaulding Gymnasium

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