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# THE CHARLOTTE POST

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NCM District Manager

## Gala Reception Welcomes Willie Nowlin To Charlotte

Willie Nowlin Jr., newly appointed manager of the Charlotte district for the North Carolina Mutual Life Insurance Co. (NCM), was officially welcomed to Charlotte Sunday at a reception held at McDonald's Cafeteria.

Nowlin, 52, a 30-year veteran with NCM became the seventh manager of the company's Charlotte district on November 3. Nowlin will head the Charlotte district office, at 1101 South Boulevard - headquarters for about 25 sales managers and agents who work in the Charlotte area. The area makes up Mecklenburg and eight surrounding counties.

With an annual income of about \$1.5 million, the Charlotte district is the largest of the company's eight districts in North Carolina.

At Sunday's reception, Nowlin, a Florence, S.C., native, told supporters he looks forward to "melting into the framework of the Charlotte community and promised that the district will continue as a leader in the state.

"I will be an aggressive and contributing citizen economically and spiritually while maintaining excellent service," Nowlin said.

Nowlin joined NCM in 1966 as an agent in Washington after he graduated from South Carolina State University in Orangeburg, S.C. He worked for the company for a few months, and was drafted into the Army. After serving as an Army administrative clerk in Germany, Nowlin went back to Washington to continue as an agent. From Washington, Nowlin went to Chicago as NCM's staff manager of the Southside Chicago office. He was transferred back to Washington to the company's northeast district office. In January 1971, Nowlin was promoted to district manager of the Charleston, S.C., district. He became manager of the Goldsboro district office in 1976.

Nowlin and his wife, Sarah, also of Florence, are parents of five children: Leon, 22; Brenda, 20;



Willie Nowlin, Charlotte district manager of North Carolina Mutual Life Insurance Co. (l.), Mr. and Mrs. Kennedy (c.), and Mayor Harvey Gantt (r.), strike up

an amiable conversation at the recent reception held for Nowlin at McDonald's Cafeteria (Photo by Bernard Reeves)

Andre, 19; Kervin, 17; and Sharon, 11.

At a meeting last week with Charlotte district sales managers and agents, Nowlin challenged the group to become the No. 1 district in the country. He painted a positive picture of Charlotte, citing the growing number of middle class blacks and corporations, all of which he considers potential policyholders.

William J. Kennedy III, president and chairman of the board of directors for the Durham-based North Carolina Mutual, called Nowlin "a long-time member of North Carolina Mutual who will be doing a great job for Charlotte and for you."

Kennedy cited the Charlotte district as "the largest area in our (North Carolina) market," ahead of the second-place Raleigh-Durham district.

Kennedy also recalled the company's long history in Charlotte: The Charlotte district opened in 1906 in the old Second Ward community and today has about 20,000 policyholders in the immediate Charlotte area.

Connia Watson Jr., NCM vice president and Agency Director, who served as master of ceremonies at Sunday's reception, called North Carolina Mutual "one of the finest businesses in America and one of the largest black businesses in

America."

The company, with a million black policyholders in the country, is the nation's largest black insurance company. North Carolina Mutual ranks about 150 in the insurance industry.

The elegant cookie-and-punch reception was hosted by Charlotte Mayor Harvey Gantt and was attended by about 200 NCM officials, employees and policyholders and community leaders.

Gantt was applauded when he revealed he is an NCM policyholder. "When I was a senior at Clemson (University) and married, a North See WILLIE On Page 12A

Carlotta Black  
.....An "upward" person

## Carlotta Black Realizes Seriousness Of Her Duty

By Jalyne Strong  
Post Staff Writer

This week's beauty, 17-year-old Carlotta Black, a senior at North Mecklenburg High School, was recently selected as one of the students to assist in an innovative school program called the Peer Support Team.

She explains, "It's a new program, begun by the assistant principal and school counselors, through which youth-to-youth counseling is offered to depressed or suicidal students." Carlotta's responsibility is to be available if a troubled peer should happen to need someone with whom to talk.

"I feel special because I was picked," she reveals. Selected by a counselor to participate in the group, Carlotta feels it was her optimistic attitude that made her the counselor's choice. "I'm an upward person," she describes. "I guess I appear to be the type of person who gets along well with people. I'm always smiling," she notes.

However, Carlotta does realize the seriousness of her duty. "I've thought about it a lot and believe I can help someone depending on whether the person is willing to be helped," she admits. "I am afraid of failing a person."

As pretty and effervescent as Carlotta is, it's hard to imagine her failing anyone, especially taking into account her other personality traits. "I'm outspoken and to the point," she says. "And I'm cheerful."

She plans to make the most of all these qualities in pursuing her career choice of being an executive secretary after she finishes up her last year in high school. A member of Future Business Leaders of America, Carlotta thoroughly

enjoys the business classes she's taking now. "I love the experience," she enthuses. She chose the executive secretary profession because, Carlotta remarks, "I like working with computers and have found business communications to be very interesting. I also love meeting new people and talking on the telephone." Carlotta says she will continue her education at either Kings College or Central Piedmont Community College.

For fun, this young lady spends time at the movies, or bowling, or jogging. "To go to the park to watch a baseball game or get a breeze, is nice too," Carlotta points out. She also likes to pose for photographs and the thought of being a model had crossed her mind. But being a petite beauty, she's 5'1". Carlotta had to See BEAUTY On Page 3A

### Black Churches Should:

## Educate Black People To Economic Prosperity

By Jalyne Strong  
Post Staff Writer

"Why aren't the black churches doing something to help educate and motivate black people to economic prosperity?" a caller to a religious radio talk show asked. A few minutes later, another caller responded, "The church is not a place to discuss money. It is a place for saving souls."

"The church cannot save the soul and lose the body," assures Rev. A. B. Sutton, pastor of Ebenezer Baptist Church.

And the debate begins: What role should and could the black church play in the strive for black community economic parity?

"You can take all this world. But Give Me My Jesus," go the words of a black spiritual. Is this a concept to which black church members are taught to adhere? Discussions with Rev. Sutton, Bishop J. Howard Sherman, of the Pentecostal Temple, and Nasif Majeed, president of the West Trade-Beatties Ford Road Area Merchants Association disclose a few answers and pose a few challenges to this situation.

"The black preacher is the chief leader and the most listened to person in the black community," concedes Rev. Sutton. If this is true, how are ministers, pastors, etc., reacting to the most pressing problem in the black community? A problem which, it can be safely said, is the major cause of all other



Bishop J. Howard Sherman  
.....Pentecostal Temple pastor

plagues of black people: unemployment, black-on-black crime, single family households, drug abuse, teenage pregnancy. Most are rooted in the abhorrent financial condition of black neighborhoods.

If the black preacher has the ear of the largest concentrated groups of black people, is he telling them the right thing?

"It is time the black church came around to teaching people economics," espouses Bishop Sherman. "I certainly believe we should give people direction on owning property, stocks, supporting black



Nasif Majeed  
.....WTBFRMA president

businesses and creating businesses. We have to get out of the syndrome that there is nothing on earth for us, all is in heaven."

"Black pastors have to take the holistic approach," mandates Majeed. "As far as a human being is concerned, spirituality is very important but the economic aspect is part of the whole also. It is important to remember," notes Majeed, "seek with all the means that Almighty God has blessed you with, the Hereafter. But don't forget the material world."

But generally, there is far more to



Rev. A. B. Sutton  
.....Ebenezer Baptist Church pastor

the economic plight of blacks than the securing of money. For it is commonly known that blacks handle billions, BILLIONS, of dollars. The essential problem is blacks are not keeping the billions in their community, thus creating an economic void. "We spend only 6.6 percent of our money with other blacks," states Majeed. And here he points to the problem of images. "It is the images," he claims. "Images which support a Caucasian superiority complex and a black inferiority complex."

What type of white superiority

images can be found in the church. How many showcase a blue eyed Jesus? "We also have images of angels with white faces and golden hair," agrees Bishop Sherman. "Remove the images. Remove that problem," claims Majeed. "Our religious institutions can play a very important part in setting our minds in the proper order."

In another matter, though he agrees that ministers have a responsibility to address the economic problems in the black community, Rev. Sutton brings up a just point: "Black preachers wear too many hats as it is. He blesses the born, buries the dead, counsels the troubled, marries the wed, preaches the salvation gospel to the lost, preaches the strengthening gospel to the saved. He is the business administrator, psychologist, and sometimes the scapegoat."

"And most often the black community is not interested in what Rev. Sutton thinks about how they handle their money," Sutton reveals. "They think ministers are not knowledgeable in that area."

"But," he points out, "all the money I spend is black. All the money black pastors manage come from the black community." A fact which should directly involve the black pastor in regard for the economics of the black community.

Bishop Sherman believes that many pastors have succumbed to a See BLACK On Page 4A

WORLD TALK



It isn't so much what we say - as the number of times we say it that makes us a BORE.