

MBA Grad Understands Corporate View

Business management education lends an understanding of the corporate decision-making process, and how to work effectively within that process, according to David C. Allen, who markets information processing systems to corporate clients for IBM Corporation.

Allen is one of many minorities who has earned a Master of Business Administration (MBA) degree, and benefited both professionally and personally from management education. He is working with the Graduate Management Admission Council (GMAC), a nonprofit organization of 77 of the nation's leading graduate management schools, to communicate the facts about the degree to other minorities, and encourage them to consider a management career.

Allen noted that when he received his undergraduate degree in math from Fisk University in 1981, he was unsure about pursuing graduate study in engineering or business.

"I knew the value of graduate education, but wanted to obtain a degree that was practical, and would hold value for the rest of my career. I decided to work for a few years, and then make the choice," Allen said. "From my



David C. Allen

work experience, I realized that the MBA degree would increase my options for future career development and strengthen my business skills."

Allen received his MBA degree in 1985 from the University of North Carolina at Chapel Hill, and soon accepted his current position as systems engineer, South-West Marketing Division, at IBM. He is responsible for presenting corporate clients with solutions for their information system requirements, as well as the technical and installation support of the systems.

Allen noted that his training gave him a wide perspective and insight into the workings of the corporate world. "The MBA program provides exposure to each functional area of an organization," he said. "I am able to work with people in all departments, whether it's finance, manufacturing, or personnel. In our business, having product knowledge is not enough to be successful. The corporate environment is complex, and understanding that environment is key in helping our clients."

"Management education taught me to deal effectively within each level of an organization, and developed my ability to recognize what's important to them to meet their goals."

"I don't think that I could have made the transition from my previous job, a Production planner for Westinghouse Electric Corporation, to my current position as eas-

ily without the MBA. The degree provided additional financial, marketing, and general business skills which are directly applicable to my job."

When speaking about Blacks and the MBA degree, Allen emphasized "the MBA degree is of immense value to minorities. While the MBA has added value in the marketplace for all degree holders, the value is greater for Blacks. It is a credential which allows many of us to compete for positions which otherwise may not have been an option."

The Graduate Management Admission Council has prepared a guide for Blacks interested in obtaining an MBA degree. The publication, **The MBA: Access to Opportunity**, is distributed free of charge by the GMAC. For a copy of the publication, contact the GMAC toll-free at (800) 842-5555.

Vets Show Interest In Business

WASHINGTON, D.C. - The Small Business Administration (SBA) has announced that interest among American veterans in business assistance is the highest today since the end of World War II.

Government statistics show that the average age of the Vietnam veteran today is 39 years old - just the age to place them in the middle of what the SBA calls their "Entrepreneurial Window." This means, people wanting to start their own business have the experience, resources and desire after 15 to 20 years of working for someone else.

"Our guaranty loan program

each year provides some \$600 million in loan benefits to our veterans," said SBA Administrator James Abdnor. "For the last four years, one of every four SBA guaranty loans has gone to a veteran," he said.

Currently, some five special training projects for veterans want ing to start their own businesses are operating or about to begin across the nation. These small business development projects have already trained more than 100 veterans in South Carolina and Missouri in the skills required to start their own companies.

Wachovia Promotes Three

Wachovia Bank & Trust Company has recently made public the promotions of three of its employees, Dianne B. Nunnally, Paxton Hughes and Robin Amason.

Recently promoted to assistant vice president, Ms. Nunnally joined Wachovia in 1979 as a Personal banker trainee having served at the Park Road office and at the Carmel/51 office. Currently she is branch manager of the Westinghouse Boulevard office.

Nunnally, originally from Atlanta is a graduate of Virginia Union University.

Both Paxton Hughes and Robin D. Amason were promoted to operations officer.

Hughes graduated from Winston-Salem State University in 1984 with a degree in business administration. He joined Wachovia in 1984 as a management trainee in the operations department. Hughes has served as supervisor of mail and preprocessing.



Dianne B. Nunnally

Mrs. Amason joined Wachovia in 1985 as an operations management trainee. She has served as a supervisor of corporate account services in Asheville. A native of Winston-Salem, Mrs. Amason, also graduated from Winston-Salem State University.

Meet Investors June 11

Minority entrepreneurs in the Southeast region are invited to participate in a first-of-its kind "Meet the Investors" Venture Forum on June 11 in Atlanta. The Minority Business Development Agency (MBDA) joins the National Association of Investment Companies - the industry association for specialized Small Business Investment Companies (SBICs) in sponsoring this unique opportunity.

"Minority entrepreneurs have rarely had direct access to the money people, despite dozens of seminars on business plans, management, and other topics," commented Carlton L. Eccles, Regional Director of the Atlanta office of MBDA. "This forum will bring minority entrepreneurs face-to-face with the investors who - more than any other venture capital source make decisions on which minority-owned businesses to finance with capital from their SBIC."

The "Meet the Investors" Venture Forum will be held from 8:30 a.m. 6:00 p.m. on June 11 at the Hilton Towers Hotel in Atlanta. The registration fee is \$75 per person.

In the morning session SBIC investors will provide insiders' viewpoints to minority entrepreneurs on financing considerations in making an investment.

After hearing directly from a nationally successful minority entrepreneur over lunch, participants in the afternoon will have the opportunity to meet face-to-face with the investors. Select groups of investors and entrepreneurs will examine business plans. Participants who request private conferences by appointment in advance will engage in these sessions in the afternoon, and at a cocktail party investors and entrepreneurs will have the opportunity to exchange business cards and talk informally.

FOR ENTREPRENEURS ONLY: WHAT THE "HOW TO WRITE YOUR BUSINESS PLAN" BOOKS DON'T TELL YOU ABOUT GETTING MONEY - NAIC's acclaimed publication based upon a dozen personal interviews with specialized SBIC investors and entrepreneurs in their portfolios - will be part of the course material for each participant.

To request a registration form and brochure or for additional information, call or write Benita

Gore, National Association of Investment Companies, 915 15th

Street, N.W. Suite 700, Washington, DC 20005, telephone 202347-8600.

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Your chiropractic physicians at the Keith Clinic of Chiropractic seek not only to treat your aches and pains, but also to find the source of the problem and correct the fundamental cause. They also provide preventative, rehabilitative and maintenance guidance to guard against a recurrence of the problem.

If you suffer from neck pain, tight muscles, spasms, shoulder, arm or hand pain or numbness, lower back, hip or leg pain, headaches, or dizziness, the care and counsel provided at The Keith Clinic could very well help you.

The Keith Clinic of Chiropractic, P.A. was founded by Dr. Fletcher Keith in 1960 as a primary care facility specializing in family care. Today this is one of the largest chiropractic clinics in the southeastern United States, with seven physicians and thirty-eight support personnel on staff. Between the physicians, a wide variety of cases is treated, ranging from pediatrics and family care to automobile and work related injuries, including sports, medicine and nutrition counseling.



With the growth that Charlotte and its neighbors have experienced, it was decided that "satellite clinics" should be established in order to meet the growing demand for chiropractic health services. Thus the Eastland Mall and Carmel Road - Highway 51 clinics were established. The main clinic is located at 4016-4024 Triangle Drive, phone 392-1338. Keith Clinic of Chiropractic P.A., East is located at 5344 Central Avenue, phone 568-4195, while the newest office, The Keith Clinic of Chiropractic-South is located at 7523 Little Avenue, Suite 104, at Carmel & Hwy. 51, phone 541-7111.

When you or someone you love requires chiropractic care, visit the Keith Clinic nearest you. Their experience, the dedication of their physicians and staff, and their personal care make them better able to serve the needs of their valued patients, both current and future.

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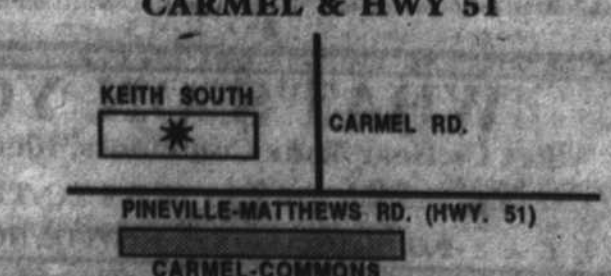
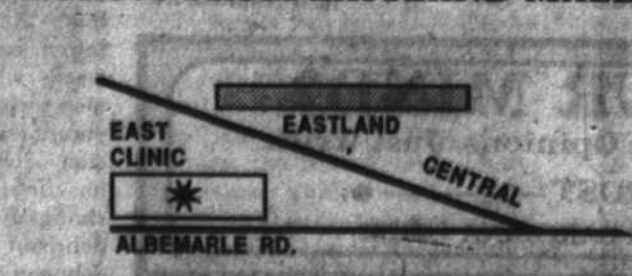
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