

BUSINESS THIS WEEK

Seminar On Money Independence

"How To Become Financially Independent" is the title of a reception and seminar to be held Friday, May 19, 6 - 10 p.m. at McDonald's Cafeteria (Gold Room), 1-85 and Beatties Ford Rd.

The seminar is being presented by the Financial Independence Institute and is sponsored by CMSDC. It will feature Suzanne McClinton as speaker.

McClinton is the founder of the Financial Independence Institute (FII), based in Chicago. She established the organization due to information she received from small businesses through her private practice McClinton Management Services.

"I could see the need that busi-



McClinton

ness people and business women had," said McClinton. "Our overall goal is to assist blacks to become self-reliant. Our purpose is to educate people on how-to's in the area of small business."

FII currently has 1300 members. The FII has a set of five rules by which they abide:

1. Try to get a good education.
2. Secure a good job.
3. Save some money.
4. Purchase real estate.
5. Start your own business.

The Institute has an investment club and a travel club in addition to a credit union and seminar programs. McClinton majored in psychology at the University of Illinois, went on to

earn an MBA in accounting and finance at the University of Chicago. She became a security analyst and later a portfolio manager at First National Bank of Chicago before starting her own business in 1981.

The seminar to be held in Charlotte will offer information of the credit union, new car loans, the travel club and more. It is open to anyone considering starting a business, existing business owners, employees and families.

Admission is \$15 at the door. Call the CMSDC Headquarters in Charlotte at (704) 372-8731 for more information.

Ron Brown To Address BEEP Meeting In Atlanta

The 20th Anniversary Seminar of the National Urban League's Black Executive Exchange Program (BEEP) meeting in Atlanta, GA, June 13-16 at the Atlanta Marriott Marquis Hotel will feature an address by prominent attorney Ronald H. Brown as well as other leaders in education, business and industry.

Brown, a former vice president, Washington Operations of the National Urban League and the recently elected Chairman of the Democratic National Committee, will be the Thursday night, June 15, Awards Banquet speaker at 7:30 p.m.

The seminar will bring together business and industry leaders, people from the academic world and corporate volunteers known as "BEEPERS" who have been involved with the program over the past 20 years preparing students at historically black colleges and universities for successful careers.

"The Corporation and the Campus: Strengthening the

Ties" is the theme of the seminar which will officially begin Tuesday night, June 13, at 6 p.m., with the keynote speech by John E. Jacob, president and chief executive officer of the National Urban League. Pre-seminar symposia and workshops will be held earlier that day from 1:30-4:30 p.m.

BEEP evolved from a summer fellowship program in the late 1960s with African American students who were concerned about how they would be received in the corporate world. The first BEEP program, in 1969, began bringing African American leaders out of industry and onto campuses of historically black colleges.

Since its inception the program has sponsored over 2,000 volunteers at black colleges and universities throughout the country. Renee DuJean is the director of the National Urban League Black Executive Exchange Program.

Among other key participants

at the 20th Anniversary Seminar will be Gilroye A. Griffin Jr., corporate vice president, employee relations, Bristol-Myers Company; Barbara Reynolds, editorial board/editor, USA Today; Christopher F. Edley, president and chief executive officer, United Negro College Fund; and Donald L. Miller, vice president, employee relations, Dow Jones

& Company, Inc.

To register in advance contact BEEP, National Urban League, Inc., 500 East 62nd St., New York, NY, 10021 or phone 212-310-9195. On-site registration for the seminar begins Tuesday, June 13, and continues through Thursday, June 15, from 9 a.m. to 5 p.m.

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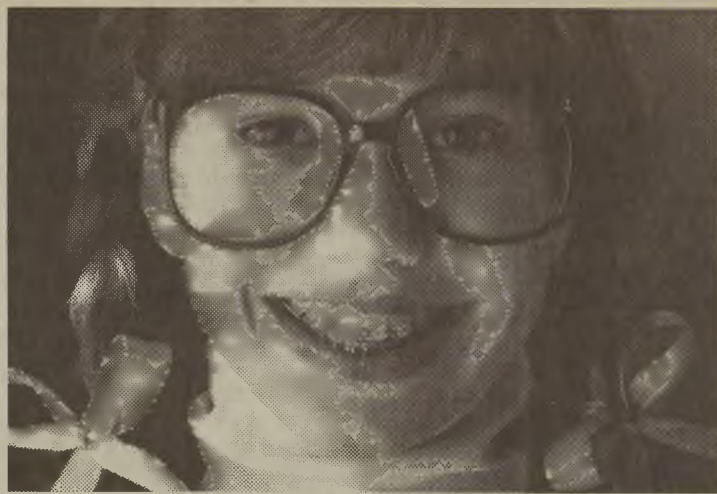
"Forget The Mule, Just Give Us \$40 Billion": 60-year old Detroit Raymond Jenkins, a real estate agency owner, has been pressing for years to see blacks compensated for their forced labor in this nation at the hands of white slave owners, and for years, people laughed at him. But not anymore. Just last month, Detroit's City Council passed a resolution urging Congress to establish a \$40 billion education fund for black Americans. This week, Rep. John Conyers will introduce a reparations bill on the behalf of black Americans. By all accounts, a groundswell movement is in fact developing across the nation in major U.S. cities like New York, Los Angeles, Baltimore and Washington.

Gordy Keeps Pace: Last year's sale of Motown came amidst charges that trend-setting record pioneer Berry Gordy, Jr. was selling out a black American institution to corporate white America. But today, it appears the move has paid off for Gordy who heads the list of the highest grossing black-owned firms in California, and the Gordy Company makes its debut as the nation's fifth-largest black-owned firm. (Ironically enough, Motown held the number five slot just last year, posting sales of \$100 million). Credit the bulk of its 1988 revenues to the sale of Motown (for \$61 million) and the success of its TV mini-series, "Lonesome Dove"... Meanwhile, Black Enterprise Magazine's latest (annual) ranking of the nation's largest black-owned firms reveals that the majority of the country's most successful black entrepreneurs make California and New York their home.

Surveying The Nation's Richest Cities: The posh Connecticut suburbs of Bridgeport, Stamford, Norwalk and Danbury made up the nation's number one metropolitan area for 1987 per capital personal income boasting an average income of \$26,316, according to the U.S. Commerce Department. Rounding out the list of the nation's top ten cities per capita personal income are San Francisco--\$24,593; Bergen-Passaic, N.J.--\$23,040; Middlesex, N.J.--\$22,783; Nassau-Suffolk, New York--\$22,001; Washington D.C., Maryland--\$21,539; San Jose, Calif.--\$21,510; Anaheim/Santa Ana, Calif.--\$21,444; Lake County, La.--\$21,432; and West Palm Beach, Fla.--\$21,246. Among the nation's poorest cities (with the lowest per capital personal income) was El Paso, Texas at \$9,484.

Rounding out the nation's top-rated black-owned restaurants on the west coast are **Harold & Bell's** and **Aunt Kizzy's**, both located in Los Angeles. Aunt Kizzy's, which is owned and operated by husband and wife team, Adolph and Mary Dulan, does big business in LA's exclusive Marina Del Rey. The pair who parlayed their success from a hamburger stand they opened in South-Central Los Angeles, say that the two things that kill black restaurants are a lack of capital and "bad service." Said Dulan: "they really don't know how to have friendly, efficient service, and no bad attitudes. You've got to have service that is equivalent to the finest restaurants open, and that is my competition." In fact, he says he is not in competition with other black eateries. "There are eight million black people in Los Angeles county. Harold & Bell's can't feed them all and neither can I."

Executive Turntable: Ron Townsend, president and general manager of WUSA-TV in Washington, D.C., has been appointed president of Gannett Television. Gannett, which publishes USA Today, owns 10 TV stations. Townsend is a 30-year broadcast veteran. **In Short:** Los Angeles Mayor Tom Bradley admitted to "an error in judgement" in the wake of four independent investigations into his financial dealings. The probe centers on his acceptance of funds to serve on the advisory board of two banking institutions, that held city accounts... **Next week: A look at the nation's fastest-rising black entrepreneurs.**



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