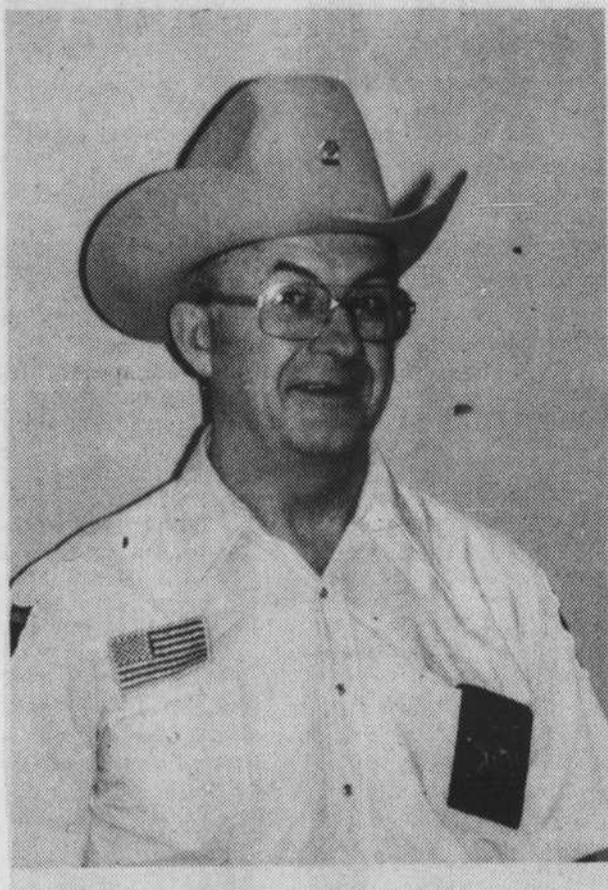


## Constable Lou Tabat Files



After serving three and a half progressive years in office NLV Constable Lou Tabat filed for re-election Monday, July 3, 1978.

Tabat, 55, looks with pride at his first term record as NLV Constable. Since taking office three and a half years ago Tabat's record has been punctuated by many firsts: Tabat and all deputies have attended the Police Academy School and UNLV Seminars on Law Enforcement; all deputies go to "hand gun school" and spend time on the firing range; Constable Tabat and all working deputies wear the standardized NLV Constable uniform; Tabat organized the Southern Nevada Constable and Lawmen's Association, the purpose of which is to raise money in cases of emergency in order to support law officers' families; Tabat had installed a 32-foot flagpole at NLV Justice Court and "Old Glory" waves there daily.

The NLV Constable's Office carries out the orders that issue from civil proceedings in the NLV Justice Court which is presided over by Judge James B. Kelly.

Tabat attributes the success of the NLV Constable's Office to his philosophy of: "... treating every human being with dignity -- that is number one! And to professionally and expeditiously serve the NLV Justice Court."

Lou Tabat is an active man and gets involved in many community affairs and programs all the way from marching his useful 28-horse NLV Constable Mounted Posse in local parades, to serving and working with the community's Senior Citizens, and on Thanksgiving or Christmas Day you probably will find him serving the holiday dinner to the indigent at St. Vincent's Dining Room. When help is needed he is usually there.

Tabat is a 20-year veteran of the United States Air Force, where he served with distinction. He is an avid sportsfan and serves as Official Boxing Judge in both Professional and Amateur fights, one of the most noteworthy being the Ali vs. Spinks championship fight. Tabat has maintained his home in NLV for 25 years.

Constable Lou Tabat is a friendly and very energetic man and looks forward to serving another "invigorating" term of office as NLV Constable.

# Note!

## Dutton Files For Re-election



Jean E. Dutton, Clark County Assessor, has filed for reelection as Clark County Assessor. A 24 year resident of Las Vegas, Dutton, a Democrat, served the City of Las Vegas for 18 years as Director of City Licensing prior to his election in 1974 as County Assessor. Dutton commented that in the last few years inflation and the increasing population of Clark County has contributed to a spiraling real estate market which is refelcted by rising assessments. "Everyone is talking about property tax reform but in 1977 when I proposed a Property Tax Reform Bill in the Nevada Legislature, I could find no one to support it."

In his four years as Clark County Assessor, Dutton has attempted to inform the people of Clark County on the functions of the Assessor's Office, met with many groups to discuss their property tax questions and worked closely with mobile home residents on the proposed new taxing system for mobile homes. He has sponsored Legislation to provide Tax Relief for Disabled American Veterans and to expand the Senior Citizens' Program. Last year in Clark County 5800 senior citizens received over \$700,000 in rebates and refunds.

"My office is working on three bills to be introduced during the next session of the Nevada Legislature. One bill places a limit on Government spending and reduces the tax rate accordingly. With the increasing tax burden on home owners, the assessed value on single family homes should be lowered to less than 35%. There should be an exemption from taxation on assessment increases for senior citizens while they live in their homes."

Dutton serves as the Vice-President of the Nevada Assessors' Association and has served on the Nominating and Resolutions Committees of the International Association of Assessing Officers. Dutton was instrumental in arranging for the 9000 member IAAO to hold its yearly conference in Las Vegas in 1979.

### LEGAL SERVICES

The Clark County Legal Services Program's Board of Directors will hold a Board meeting on Friday, August 4, 1978, at 4:30 P.M. at CCLSP's offices at 2031 McDaniel Street North Las Vegas, Nevada.

# Register to Vote at the VOICE Office

# The Green Side of Black \$NEED

We know that at least \$120 million, in collective buying power, is floating outside of our community annually. The reason the money is floating out of the community is there are none of the needed services here. The answer to that problem is to develop those businesses that the community needs. Economic development of this community is the only way to awaken that \$120 million Sleeping Giant.

That Sleeping Giant has a lot of power, both as a tool in determining the community's destiny, and as a buying power. Taking advantage of the Sleeping Giant isn't an easy venture, but it could be very profitable. And there are some relatively simple methods from which you can determine if you've got a business idea that will sell.

The most important step in developing that business idea is to know what you're selling. If you're selling tires, know the difference between passenger tires, belted tires, radial tires and truck tires. Know what your product does, how it works. And be able to explain to your customers the benefits of the product you're selling.

You've also got to know who else is selling the product YOU're selling. This doesn't mean you plan to be superior to your competitor from the start, after all you will be better soon enough! A quick trip to your competitor's place of business will tell you an awful lot about his success in selling. Take a look at his store/office: is it a pleasant place for someone to do business? Are your competitor's prices than others in the area, and how much is tacked onto the supplier's price? Have the products been in the store for a long time? Or does he rarely have the product in? How many people are employed there? Is the building and the staff large enough to take care of all the customers and their needs? And depending on the business, there are other costs to consider, such as advertising and promotional campaigns.

Once you know your product and competitor, you've got to target your market -- the people you're selling to. You've got to know WHO is buying your product, and why THEY're buying THAT product from YOU. Management experience is essential to a successful business venture. Prudent financial management, along with full utilization of your finances, as well as human resources, completes the foundation for a sound business. In our next article, we'll talk about finding your market and how to go after it, with profit.

# Note!

## BEAUTY CLINIC

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