

# JOB OUTLOOK

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ing. Confidence in the economy is building, and it's reflected in management's plans to take on more staff as business grows," commented Gerald Brown of Management Recruiters of Clark County.

## ARE MANAGERS HAVING DIFFICULTY RECRUITING PEOPLE?

Management Recruiters International Inc. also asked executives in the West the question: *How difficult is it to recruit good people today compared to five years ago?*

Responses were as follows: Much more difficult

### West

20.1%

### Nationally

19.2%

Somewhat more difficult

### West

32.4%

### Nationally

32.8%

Somewhat less difficult

### West

14.9%

### Nationally

16.8%

Much less difficult

### West

6.7%

### Nationally

8.6%

About the same as before

### West

16.5%

### Nationally

18.7%

Don't know/No answer

### West

9.4%

### Nationally

4.0%

"There's a perception that in a tough economy when unemployment is up, it's easier to make good new hires. But good times are bad, the kind of employee that most companies want to hire for their middle management or professional staffs is not out looking for a new position," said Gerald Brown.

## NATIONAL NETWORK

Management Recruiters of Clark County is part of a nationwide network of 400 Management Recruiters offices throughout the country. Headquartered in Cleveland, Ohio, Management Recruiters International Inc., recruits qualified candidates for a variety of middle management, professional, technical, sales and marketing positions. It con-

sists of the following divisions: Management Recruiters, Sales Consultants, ComputerSearch, Officemates5, ConferView and InterExec.

This survey is the thirty-first in an ongoing of polls conducted by MRI under the guidance of ConsumerPulse of Cleveland, a national data collection firm, in accordance with the professional and ethical standards of the

## NEVADA SCHOOLS

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now set to open. "We are not your typical fundraising enterprise," said Gollehon. "We're not selling any products or services that people wouldn't normally purchase anyway."

Rather, "Educate America First can serve as a way for some businesses to assist education by joining with our organization as a corporate sponsor," said Grayson Graff, the Company's Vice President of Franchise Relations. "They stimulate their business, the consumers realize economic advantages and our schools receive direct funding help. Everyone wins," said Graff.

"The idea of a substantive, recurring, monthly influx of reve-

American Marketing Association and the Marketing Research Association.

A summary of the findings is available, free of charge, from Management Recruiters International Inc., 1127 Euclid Avenue, Suite 1400, Cleveland, OH 44115, Attn: Nancy Valent, 1-800-875-4000, ext. 300.

For further information, call Gerald Brown at 702/254-4558.

nue to a school; instead of hit and miss fund raisers, seems logical and attractive to PTA's and school organizations everywhere," said Graff, "and this is the reason for our rapid growth throughout the country."

Eastern California counties, contiguous of the State of Nevada, also set to receive this program are: Modoc, Lassen, Plumas, Sierra, Nevada, Placer, El Dorado, Alpine, Inyo and Mono.

"Educate America First will soon be operative in Nevada," said Pavlick. In the interim, interested persons may contact The Cambria Group at P.O. Box 340533, Sacramento, CA 95834 or by telephone at (916) 567-0480.

## MONEY MANAGEMENT

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benefits are the price you pay for choosing to leave the work force early. But to sweeten early retirement packages, employers often apply special terms to lessen the benefit reduction for those who are under full benefit age. In calculating the pension you'll receive, typically a company will credit several years of service toward your annual benefit. If you're within a few years of the company's normal retirement age, a plan might offer to "add" years to your age so you will qualify for benefits sooner.

Companies generally give you the choice of receiving your pension spread out over a period of time in the form of an annuity or all at once in a lump sum. As of January 1 of this year, you can also choose to have your whole lump-sum payment, except for your contributions, transferred by your employer directly to a special rollover-type Individual Retirement Account. If you elect to receive your lump-sum distribution in a check, you should be aware that the company is required to withhold 20 percent for tax purposes.

### Planning for Health Insurance

By law, your employer must provide you with your company health insurance coverage for at least 18 months after retirement, whatever your age. This coverage is provided at your expense, but at company rates. As an early retirement incentive, many companies will agree to continue your medical coverage as part of the company group plan until you reach age 65 and are eligible for Medicare.

### Negotiate for What You Need

Early retirement offers are seldom written in stone. If, in evaluating your company's early retirement offer, you see shortcomings, CPAs urge you to negotiate for terms that more suitably address your needs.

**MONEY MANAGEMENT is a weekly column on personal finance prepared and distributed by Certified Public Accountants, Contact: Nevada Society of CPAs, 5270 Neil Road, Suite 102, Reno, NV 89502.**

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## PREDDY

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ents. Recognized as one of Las Vegas' most prominent "people" persons, Preddy has been a volunteer for more than 20 years in community activities that are designed to help people. She is the first Vice President of the Las Vegas Chapter of the NAACP and Chairperson of the NAACP Women's Auxiliary. She is also Chair, Board of Directors for Radio KCEP, a board member of Operation Independence and the Southern Nevada Economic Development Council as well as a member of the Clark County Democratic Central Committee.

In addition to being a part of all those organizations, Sarann Knight Preddy is actively pursuing new financial partners to complete the Grand re-opening of the Moulin Rouge.

This casino and hotel was the first and only black owned and operated in Las Vegas. During the short time it was open in 1942, it was the only place

prominent African American entertainers could find accommodations, even though they were denied the same while they performed at all-white hotels on the fabulous Las Vegas Strip.

The Moulin Rouge became well known for its "third show," a late night performance involving entertainers performing on the Strip. Frank Sinatra, Harry Belafonte, Dean Martin, Louis Armstrong, Sammy Davis, Jr., Gregory Peck, Milton Berle and Lionel Hampton were among the stars that performed or attended

performances at the Moulin Rouge.

Even though it was open a relatively short period of time, the Moulin Rouge was regarded as the best entertainment spot in Las Vegas. The nightclub also gained notoriety as the site for the important meetings that led to the collapse of segregation on the Strip and in downtown Las Vegas.

For more information on the Awards luncheon, please contact Modena Perry at (702) 734-6095.

## OFFICERS

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men charged in the beating of truck driver Reginald Denny, L.A. Police Chief Willie Williams appealed to the city to remain calm, and days off were cancelled for officers working the downtown area around the federal courthouse.

Rep. Maxine Waters (D-California) saw the sentencing as nothing more than "a slap on the wrist." Locally, reactions were not much different.

"The sentencing again proves that police officers that commit crimes are held at a different standard in the justice system than the very people that they are sworn to protect. Maybe America is begging for a Race and Class war," said Assemblyman Wendell P. Williams. "The whole case was a farce and a slap in the face of logic and fairness."

The two men involved in the Denny case face a maximum sentence of life in prison if convicted on attempted murder charges. Reports say that trial may last up to three months.

Meanwhile, Koon and Powell are scheduled to begin serving their sentences on September 27.

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