

# EXCEL

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tomers.

Both have a professional background with Ed being a prior business owner operating a trucking company while Gayle has a management background and currently works full time for a transportation company. They approached EXCEL as an opportunity to supplement their monthly income, yet have incredible success and now consider it's full time potential.

Telecommunications has evolved into the nation's number two industry, generating over 100 billion dollars in annual revenue. The couple says they were immediately attracted when they learned of the blossoming opportunities throughout the industry. The company is based out of Dallas, Texas and has been in existence since 1987. In 1988

it began specializing in residential, commercial, and fund raising telecommunications services. "By the use of independent representatives, EXCEL has developed a 40 million dollar debt free corporation," said Gayle Rogers.

EXCEL offers independent marketing strategies and training for representatives while providing weekly residual payments. Additionally, said Gayle, the company provides incredible benefits and allows the person to work at their leisure within their growth with as favorable an outlook for 1994, according to Rogers. She said the success is a direct result of the aggressive marketing strategies applied by the independent representatives.

In contrast to major long distance carriers, who devote countless of millions of dollars to advertising, EXCEL offers those

funds to it's marketing representatives for enlisting others into their service group. "Being on the ground floor of a company which is developing is a wonderful opportunity," said Rogers. The husband and wife duo have spent less than a year in the service, yet have seen their clientele grow to nearly 600. Monthly incomes vary depending upon the effort provided, says Gayle.

It is important that people realize that this is not a quick fix for economic woes and that some effort is required, the two emphasized. For those who want to become marketing representatives, a nominal sign-up fee is required. The amount, according to the two, is underwritten by the first two sign-ons. For those who participate, monthly income supplements fall within a 100 to 200 dollar variance for intermediate efforts. And, for exceptional

efforts, the monthly amounts can be virtually limitless.

In addition to sign up bonuses, representatives get 2% of a client's residential monthly long distance bill and 5% of a commercial account, which equates to a significant amount when clienteles are established.

Both feel EXCEL offers professional grooming opportunities for all and stress minority participation. "It is important for minorities to have a foothold in such an aspiring industry," says Rogers. They stress EXCEL's value is especially prevalent to those who want to supplement their income and develop valuable networking skills. Several prominent members of the community

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# PRIMERIT BANK

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decline and decay; restoring and preserving community pride; and providing community education regarding partnership between residents, local government and the business community.

"In this type of organization, you have to rely on government funding and community support," said Taylor, executive director of NLV NHS. "With PriMerit's help, we can help North Las Vegas become more vital and self-reliant."

NLV NHS seeks to increase the involvement of traditional lending institutions, like PriMerit Bank, in revitalizing North Las Vegas' core neighborhoods by making money available for home improvement loans. The organization also provides residents with rehabilitation counseling, financial counseling, construction monitoring services, avenues for community involvement and the development of specific strategies to meet the special needs of individual residents.

Dan J. Cheever, president and chief executive officer of PriMerit, said the bank is committed to

the ideals of NLV NHS.

"As a Nevada-based financial institution, we need to reinvest in our communities," Cheever said. "One of the best ways to help improve the quality of life in North Las Vegas is to help people develop a sense of pride in their community by allowing them to achieve their dreams of owning their own homes."

In addition to the personal computer and printer, PriMerit also donated the following items to NLV NHS offices: three large works of art for the walls, 18 chairs for the lobby and conference room, three desk chairs, a four-drawer letter-size cabinet and a couch for the lobby.

"Now the staff and I can concentrate on what's important," Taylor said. "I don't have to worry any more about running out of correction tape when I'm on deadline."

PriMerit Bank, a subsidiary of the Southwest Gas Corp., is the largest Nevada-based financial institution with 25 offices statewide, 17 in Southern Nevada and eight in Northern Nevada.

# D.A.R.E

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D.A.R.E. has helped them avoid drugs and alcohol, increased their self-confidence and ability to deal effectively with peer pressure. Nine out of 10 of the students believe strongly that drug use is dangerous.

There are many national supporters of D.A.R.E., namely; First lady Hilary Rodham Clin-

# LEARNING

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possibility of successful adaptation to life in the future are based.

Next time your children come home tired and out of sorts from a hard day at school, take time to think about the choice you have. You can help them understand that learning is important to their lives, that it is necessarily hard work at times, that it does not always come easily or without mistakes, that there is a value in the very difficulty of the work.

Learning is hard work. And

ton, talk show host Arsenio Hall, former football star Rosie Greer, "Saved by the Bells" Mark-Paul Gosselaar and "Beverly Hills 90210's" Gabrielle Carteris. In looking at the great national support, I call you during this Black history Month to be a local supporter of the D.A.R.E. program, to review the D.A.R.E. workbooks with your D.A.R.E.

the future of us all — students, parents, teachers, the community at large — depends on it.

graduates, to talk to your children about the ways to say "no", about their values as a person to you, and to their community, and the importance of their future to us all.

The D.A.R.E. program is working and needs continued support from all citizens, parents, teachers, single adults, police. Know now that when you see the bumper sticker that reads "D.A.R.E. to keep kids off drugs," that it is calling you to action. What have you done today to impact the life of our youth?

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# MEDIATION

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Comments from student evaluation forms said the children have learned the following from the school mediation program: to solve problems without fighting; how to help people solve conflicts; not to take sides; how to work together; how to be a good listener; to listen to both people; to let the kids solve the problem; that a peer mediator makes a difference, and problem solving is the best way to solve a conflict.

Ruth Urban, Division Manager, Clark County Social Service Neighborhood Justice Center states, "In a time of increased violence in society, we are pleased to be able to offer schools a means of creating safer environments for learning and teaching valuable social skills to their students."

The program is being implemented at the Prime 6 Schools this year through a Chapter 2 Grant secured by the Clark County School District. Funding for additional schools has been provided through a State of Nevada Title XX grant and a Community Development Block Grant from the City of Las Vegas.

For more information about this major project contact Clark County Social Service Neighborhood Justice Center, phone 455-3898.

# HILTON

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5). RESEARCH and DATA COLLECTION. All research is not done in a laboratory. For example reading this newspaper regularly or even watching is research.

COLUMNS: a). 1994: Making Academic Success (M.L.) KING Again, b). I Say, African Studies At A British University?, c). Cosby College, Cosby College, Cosby College.

6). RECREATION. It is healthy to devote time to play and recreation. The team that plays together, stays together (and wins).

COLUMNS: a). A Good Book and a Publishing Company, b). College Sports, Marvin Cobb & USC, c). Top College Basketball Players and Kwanzaa.

7). MULTI-CULTURALISM. As we enter the 21st century, we know that the world is one village made up of people of all na-

tionalities, with so-called "minorities" in the majority.

COLUMNS: a). International Students: Pre & Post Thanksgiving, b). Multi-Cultural; Yes, Minority; NO, c). Latinos and the New NAACP.

8). GLOBAL AFFAIRS. The most fundamental component of 21st century communities, nations and countries in the fact that we now belong to one global village. What happens anywhere on the planet impacts on every-

where on the planet.

COLUMNS: a). Can You Name Five South American Countries?, b). Some Notes on Education In Niger, West Africa, c). In the Spirit of A United Africa & World.

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# MONEY MANAGEMENT

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## PREPARE FOR THE PREPARER

The Nevada Society of CPAs emphasizes that any tax preparer will want to find out how much you can contribute to the tax preparation process. If you can identify the tax issues that need to be addressed and have well organized tax records, a preparer can work more efficiently and cost-effectively.

Money management is a public service announcement on personal finance prepared and distributed by certified public accountants. Nevada Society of Certified Public Accountants, 5250 Neil Road, Suite 205, Reno, Nevada 89502.

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