

Documentation of Federal Benefits of Membership in an ACHS Member Society

According to a letter dated April 13, 1973, the U.S. Civil Service Commission (now U.S. Office of Personnel Management) stated, "Membership in a national honor society meets one of the requirements for entrance at the GS-7 level in numerous professional and technical occupations in the Federal service. However, applicants must meet all of the requirements as described in the particular Federal Job Announcement covering the positions for which they apply." This affords a very tangible acknowledgement that organizations maintaining honor society standards merit distinction.

The following information currently documents the 1973 position statement.

From <http://www.makingthedifference.org/federalbenefits/federalpay.shtml>: College graduates with a Bachelor's degree and without previous experience can expect to start in the GS 5 grade, unless they meet the criteria for Superior Academic Achievement or finished a year of graduate school, but did not receive a degree, in which case they will start at the GS-7 level. A college graduate with a Master's typically starts in the GS-9 grade. More information about the amount of qualifying education for each pay grade and what constitutes Superior Academic Achievement can be found at: <http://www.opm.gov/qualifications/SEC-II/s2-e5.asp>.

Superior academic achievement (S.A.A.) -- This provision covers advanced trainee positions that provide opportunities for advancement upon attaining required job skills and knowledge, require no prior experience, and have work classified at two-grade intervals. It recognizes students who have achieved superior academic standing as evidenced by one of the three methods described below. In order to be creditable under this provision, superior academic

achievement must have been gained in a curriculum that is qualifying for the position to be filled.

The superior academic achievement provision applies to both initial appointment and inservice placement actions. It is to be used to determine eligibility for applicable GS-7 level positions of persons who have completed (or expect to complete within 9 months) all the requirements for a bachelor's degree from an accredited college or university.

Senior students can apply for positions prior to graduation and be considered for a GS-7 appointment based on their grades at the time of application. However, some applicants may not receive their final grades in a timely fashion after graduation. Therefore, agencies can either:

- Require that senior students provide evidence that they maintained the required grades during their senior year prior to entry on duty; or
- Appoint applicants based on their claimed academic achievement, pending verification of final grades. Agencies should inform such applicants that if the required grades were not maintained through their senior year, there is a possibility that they may not be able to retain either the GS-7 grade or the position.

S.A.A. is based on (1) class standing, (2) grade-point average, or (3) honor society membership.

1. Class standing -- Applicants must be in the upper third of the graduating class in the college, university, or major subdivision, such as the College of Liberal Arts or the School of Business Administration, based on completed courses.

2. Grade-point average (G.P.A.) -- Applicants must have a grade-point average of:

ABG National

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Professor John D. Christesen
Westchester Community College

NATIONAL EXECUTIVE CHAIRS

Professor Marc Zagara
Georgia Perimeter College
Professor Renee Summers-Akers
Hinds Community College
Professor Harold E. Tepool, Jr.
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Special Features This Edition

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PLUS:

Humorous quips and quotes, time-saving tips, and useful information for all Alpha Beta Gammans! Turn the page to see what's next...

Letter from the Editor

Another school year comes to a close as we prepare to enjoy our summer. I am sure that as you read about this year's annual leadership conference you will be as impressed as the scholarship committee was with the talent of our Alpha Beta Gamma members who submitted essays and were up for national awards.

I would like to congratulate all of the winners of the chapter awards--hopefully their successes will inspire all chapters to work hard to compete for these awards next year. In addition, Congratulations are in order for our new student officers--we wish them a productive year.

This is also a great time to thank all of our hardworking awesome advisers for all that they do to keep your chapters vibrant and growing, and for all of the help and encouragement that they provide.

Happy retirement to our own Dr. John Christesen as he retires from his teaching career. Dr. Christesen plans to devote even more of his time to Alpha Beta Gamma which has prospered under his leadership. May he enjoy happy fishing also!

Wishing you all the best of summers. . . .

Gaye

LEADERSHIP CONFERENCE 2016

Each year at the Annual Leadership Conference, Alpha Beta Gammans are selected for exceptional contributions. The 2016 award winners in each of the categories are listed below.

Chapter Awards

The Brooks College Golden Key Award - Beta Omicron, Northern Essex Community College

Excellence in Financial Management - Beta Omicron, Northern Essex Community College

Excellence in Recruitment - Eta Mu, Bunker Hill Community College

Excellence in Campus Service - Gamma, Vincennes University

Donald Bertram Community Service Award - Chi Zeta, Athens Technical College

Best Chapter Website - Chi Zeta, Athens Technical College

Best Poster - Chi Zeta, Athens Technical College

The Harold Teepool Award - Chi Zeta, Athens Technical College

Individual Awards

The Hausman Siegel Distinguished Chapter President Award - Stephanie Guezada, Beta Omicron, Northern Essex Community College

The Ginny Fastje Best Student Presentation - Donique Bingham, Karol Peracta and Monique Mohammed, Eta Sigma, Community College of Philadelphia (Topic: How Civil Engagement and Community Service Works for You)

(Alum) - Jennifer Palmer, Chi Zeta, Athens Technical College (Soles 4 Souls--Changing the World One Pair at a Time)

The Pamela Donahue Award - John Haley, Chi Zeta, Athens Technical College (Effective Business Presentations)

The Eva Bobrow Memorial

Medallion of Excellence Award -

John Bradley, Beta Omicron, Northern Essex Community College

Garrett Dickerson, Gamma, Vincennes University

Lorena Castillo, Alpha Pi, Georgia State University

Colton Smith, Alpha Pi, Georgia State University

Mayra Jadan, Delta, Westchester Community College

Teresa Crandall, Chi Zeta, Athens Technical College

Jamie Hundley, Kappa Beta, SUNY Broome

Breanna Nowetner, SUNY Broome

Monique Mohammed, Eta Sigma, Community College of Philadelphia

Essay Competitions

Read the award-winning essays throughout this edition of the Honors Journal.

My Best Day in Class - Anthony Fontes III, Eta Mu, Bunker Hill Community College

The Marc Napolitano Memorial Essay -

Jessica Tanner, Beta Tau, Mississippi Gulf Coast Community College

The Keith Ulich Memorial Essay - Nicholas Candage, Beta Omicron, Northern Essex Community College

The Dr. Mary Bone Competitive Essay -

Jonathan Oliver, Gamma, Vincennes University

The Nathan Ansell Award - Cheryl A. Adams-Noyes, Beta Omicron, Northern Essex Community College

The Ester-Cross Carter Essay - Alora Mann, Beta Omicron, Northern Essex Community College

The Steve Perri Memorial Essay - Abdulhakeem Usman, Gamma, Vincennes University

The Don Christesen Memorial Essay - Laura Blackman, Kappa Beta, SUNY Broome

LEADERSHIP CONFERENCE 2016

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Monique Mohammed
Eta Sigma, Community College of
Philadelphia

Vice President:

Chris Doan
Alpha Pi, Georgia State University

Executive Committee:

Donique Bingham
Eta Sigma, Community College of
Philadelphia

Lourdes Aquino
Delta, Westchester Community College

Breanna Nowetner
Kappa Beta, SUNY Broome



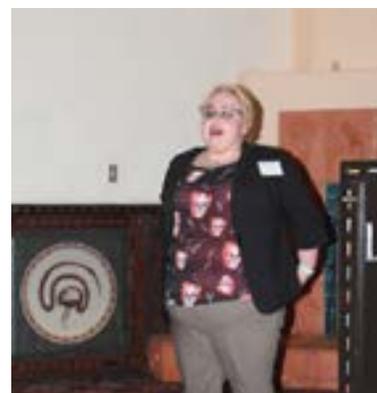
Congratulations!





LEADERSHIP CONFERENCE 2016

SANTA FE,
NEW MEXICO



*Do you have an idea for a conference location for 2017?
Send suggestions to:
Gaye.andersen@abg.org*



Winner of the **My Best Day in Class Essay Competition**

My Best Day in Class

By Tony Fontes

*Associate Professor & Department Chair,
Business Administration*

*Advisor – Alpha Beta Gamma, Eta Mu Chapter
Bunker Hill Community College
Boston, Massachusetts*

The art and science of teaching at a community college has its many highs and lows. There are some days in which you wonder if you are getting through to students and are actually making a difference. Unfortunately, sometimes the bad days outweigh the good. There are even days where you feel so frustrated that you may question your vocation. Often the rewards, gratification, and validation are few and far between...until one day changes that.

A few years back, I had a student named Derek Powers who enrolled in my Introduction to Entrepreneurship course. This particular course met on Monday and Wednesdays at 7:00am, which I later learned worked well for Derek, as directly after class he would head out to work at a local Real Estate company.

The final assignment for this course was to develop a proposed business concept. Derek approached me and asked if his project theme could be to create a business plan to establish his own real estate company. Naturally, I approved. Over the course of the semester, Derek asked me dozens of questions about his proposed business venture, and the deeper he got into his project, the more I could sense his energy and enthusiasm building.

At the end of the semester, each student presented their business concept to the class. Derek did a masterful job at describing his plan in expert detail, including his marketing plan, his competitive advantage, and his plans for growth. It was a homerun, and I was proud of him and the work he presented. As proud of a moment as it was for me, it was not my best day in class... that came later.

Less than a year later, long after Derek left Bunker Hill Community College, I received an email from him. Below is the actual email:

Tony,

I wanted to reach out to you to let you know that the business plan that I wrote up for your class during the fall is quickly becoming a reality. My business plan was about starting a real estate company. I just recently leased an office space after a month of working from home, and I am hiring an agent to start and work under me starting June 1. Your class was very intuitive, and after writing up the business plan it helped me break away from the company I worked for so I can start my own business. Thanks for being a great professor and I'm hoping that this summer is a great success for me. And you are completely right the business plan I wrote up changes daily, or at least adjusts. Do you have any advice for me for just starting out on my own? Business loans good idea or bad idea? It's awfully hard work but I've always been able to close and open new business.

Best,

Derek Powers

Broker, OUR CITY REALTY

When following up with him, I asked Derek what was the tipping point that led him to action. In subsequent emails, he explained “*for the longest time I wanted to start a business, but didn't know the steps to do it. I had been doing real estate for over 5 years at that point, there was nothing stopping me. So four months after taking the class I decided to make the plunge. I stopped working at my job I had and decided this is what I want to do, and I am going to do it.*”

Finally, he summed up his email with this inspiring ending: “*while I'm still learning more and more each day, especially about myself, this is the most satisfying time in my life. I opened*

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Winner of the **Dr. Mary Bone Essay Award**

What Alpha Beta Gamma Means to Me
By Johnathan Oliver, Gamma

I am deeply honored to be one of the exemplary members of Alpha Beta Gamma (ABG). Alpha Beta Gamma means more to me than just a group of Greek letters and wearing an Honors Stoll for graduation. Alpha Beta Gamma means leadership, academic excellence, hard work, dedication, and service.

To understand what ABG means to me you must first know a little of the history of my honor society. Alpha Beta Gamma is an International Business Honor Society which was organized by business professors in 1970. ABG is a member of the Association of College Honor Societies which consists of over 65,000 members. Alpha Beta Gamma provides opportunity for the development of leadership, service, and academic excellence for scholars.

Alpha Beta Gamma members model leadership in many ways, but I will only name a few. Leadership is modeled by being active on campus, inspiring positive behavior, encouraging students to uphold the school's mission statement, demonstrating academic excellence, and contributing to the civic aspects of school. Members of ABG demonstrate respect, responsibility, trustworthiness, fairness, caring, and citizenship.

I am a student at Vincennes University. This is my second year attending Vincennes University, and I am pursuing an Associate degree in Business Administration. I am currently the vice president of the Gamma chapter of Alpha Beta Gamma. I am also involved in other organiza-

tions; I am an Assistant Hall Coordinator for the residence halls as well as a shift supervisor for a local restaurant. Throughout my time as a member of the Gamma chapter we have contributed to service in many ways. We have participated in the community "Rake and Run" which consists of the organization going to several houses and asking if we could rake their lawn. In return, we ask for can goods to help feed the least fortunate. We have also helped with organizing the university's professional business dress closet. The professional business dress program is a closet that offers

suits to the students who may not have the funds to purchase professional attire. The Gamma chapter has also volunteered at the local animal shelter, offering assistance with walking dogs, cleaning, and other services.

Academic success is a key factor in being a member of Alpha Beta Gamma. Success is determined by maintaining a GPA of 3.0 or better. Members who can maintain this GPA show that they strive to work hard, succeed, and are dedicated to ABG as well as academics. This GPA requirement makes ABG members stand out academically, but it also shows responsibility and leadership. Having a high GPA is one of the requirements as

a member of Alpha Beta Gamma. However, we strive to motivate and encourage other students to hold themselves accountable and maintain a GPA at this level or better. We motivate and encourage other students by holding events such as mid-terms study sessions, finals study sessions, and tutoring



This award recognizes the outstanding contribution that Dr. Mary Bone, Adviser Emeritus at Pensacola Community College has made to her chapter and to the national organization.

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to assist those who need it.

Alpha Beta Gamma has benefited me in all aspects of life. Being a member of this honor society has helped me get involved on campus in leadership, community service, and volunteering. I have also been able to display my academic success through tutoring and mentoring. I am honored that Alpha Beta Gamma has challenged me to grow in leadership, communication, teamwork, and community service.



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an office in Medford, MA, and even have an employee, and pretty soon I'll have a few more. This business has become a baby to me, and I couldn't be happier with it. My company's name is Our City Realty, and although it's in its formative stage, we are open and we are doing business and I started it all on my own. I wanted to share the story of how Our City Realty came to be and it all starts with an education and applying that knowledge to real life."

Today, Our City Realty, (<http://ourcityreal-estate.com>) is a thriving business, where Derek now employs not one, but three people.

Receiving that email from Derek was truly my best day in class. It affirmed to me that we as educators can make a difference in the lives of our students. It taught me to be patient, and understand that the impact you can have on a student comes in many forms. Not every student will go on to open their own business; however, one never knows the effect you can have in the life of a student. A word of encouragement, a smile, and a "nice job"

One-Minute Tip

Work is the key to a life well lived. It is the key to knowing you "did it right," that you made a difference, and gave all you had to give. Playing on a beach won't do that. Only work can make life worth living, and then only if you do your own work. If you try to do someone else's work, you won't be good at it, you won't love it, and you won't be particularly successful at it. Find the work you do best, the work that only you can do, and then work hard, hard, hard. There is a pot of gold at the end of that rainbow!

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can impact a student in ways we've likely never thought imaginable.

Community college students come from various backgrounds, and we never know some of the obstacles they have faced along the way. Perhaps they have never had anyone challenge them in a positive way. Perhaps that word of encouragement has never been heard before. And perhaps the little things you may do in the routine of your everyday classes can have a profound impact on a student's life – an impact you may not see today, but one that flourishes in the years to come.

As cliché as it sometimes can sound, an educator can have a positive influence on the trajectory of a student's future. Sometimes we may lose sight of that, but we need to bear in mind that while we may long for more immediate validation of our work, sometimes, like planting a seed, it has to be nurtured, cultivated, and given time to blossom.

Life and the Pursuit of Happiness

This week I read about a huge survey (over 100,000 participants) that said only 47% of Americans describe themselves as truly “happy.” This is the biggest survey ever done on the topic, and it amazes me that more than half of us (think of that!) are not fulfilled, satisfied or “happy” with our lives. How can that be?

In the past couple of centuries, we’ve done well on two of the three freedoms (Life, Liberty and the Pursuit of Happiness) proclaimed in our Declaration of Independence. We’ve more than doubled life expectancy. Progress in medicine, sanitation, and safety give us more years than ever before. And we certainly have more liberty!

We can say, think, travel, learn, buy, do or experience more variety than ever before. Even our parents never dreamed of the freedoms we take for granted every day.

And yet, when asked closely about our lives and our sense of satisfaction, we are no happier (and perhaps not as happy) as past generations. Headlines proclaim that we are anxious, stressed, cranky or depressed. We take more pills than any people in history. We worry. We feel less safe than our ancestors who faced famine, war and pestilence.

How can this be and what can we do about it?

Partly, I don’t think we actively seek “happiness” as much as we could. We are so busy pursuing things and taking care of business that we forget to enjoy our lives. Sometimes I’m not sure if we even expect to be “happy.” In part, I blame our work ethic for this. We are so focused on a better tomorrow that we miss the wonders of today.

I’d like to propose that happiness be considered a kind of skill. There are keys or steps to increasing happiness, and they can be learned. Here are five suggestions:

1. **Happiness Requires Safety.** When Abraham Maslow introduced his “Hierarchy” in 1947 he began with security. I suspect happiness begins with locking the doors at night, with some money in the bank, with a belief that we and our loved ones are safe. Yes, we could be hit by a bus to-

tomorrow, but to increase your level of happiness, take personal security seriously. Take care of your environment. Nurture a sense of personal control. Have some savings and secure boundaries. For most of us, basic safety is attainable.

2. **Happiness Requires Community.** We are happiest when we are surrounded by a community of loving, caring people. Spend time with family and friends. Invest in your neighbors and co-workers. Remember that we are “tribal” creatures and we need our friends. Whether it’s an extended family, your golfing buddies or girlfriends, nurture your community. I love the Beatles’ observation that “we get by with a little help from our friends.” Happiness is found in community.

3. **Happiness Requires Contribution.** This means doing work that gives you a sense of fulfillment and satisfaction. Happy people make a difference! Most of us do “our work” through our jobs, but it can also come from volunteering or in some other way. You have talent and ability! Share it. Make a positive impact in your world. Contribute. It will make you happy.

4. **Happiness Requires Fun.** Happy people have fun! Whether it’s playing catch, making love, watching a movie or flying a kite, we don’t laugh as much as we could. We take our fun too seriously. Too often, we define “fun” as flying to Vegas or hosting an elaborate party. Why not grill hot-dogs and be done with it? Pillow fights are fun. Watching a sunset or washing the dog can be fun. I like Jimmy Buffet’s observation that “having fun is about as good as hobby as there is.”

5. **Happiness Requires the X-Factor.** We each find happiness in our own ways. For some, it’s the excitement of discovery. Others are happiest climbing mountains. Franklin Roosevelt enjoyed his stamp collection. Whatever makes you happy, do more of it.

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More One-Minute Tips

How will you make the most of your one and only, glorious life? Do not die with “your music still inside you!” Start small if you prefer, but move in the direction of your unique talents and interests. Take time for the people you love. Learn a new skill or teach someone who desperately wants to learn. Make our world a better place and unleash the greatness that is in you.

Whatever interests or excites you, explore it! Practice being a “beginner” or an “amateur” (in the classic sense), who learns and grows, stretches and masters new things for the sheer joy of it. Read! Turn from the sitcoms to real news, documentaries, histories and travelogues. Learn to invest both your time and your money--it will pay enormous profits and make your life richer in the bargain. Personal development is a never-ending process that will make you a better, happier person.

Chart your own course. Decide what you want and the life you prefer, then focus your time, energy and effort to that end. Use the resources available and create a Personal Eco-System(tm) that supports you perfectly, then simply out-perform and out-last the competition. There are no alternatives. Extraordinary achievement is the result of four simple steps.

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Winner of the Ester Cross-Carter Memorial Essay

Helping Others

By Alora Mann, Beta Omicron

Helping others is vitally important to much more than the person that is receiving help. It creates a better community by spreading kindness and could even lead on to a chain reaction of individuals helping others. Helping someone can be any number of actions, it can be a bit of financial or emotional support or something physical such as helping someone move.

I have received help from others, and now I am trying to give it back by in a similar way. I was a member of The International Order of Rainbow for Girls (I.O.R.G.). A youth organization for young women between the ages of 11 and 20 associated with The Freemasons. I have now become one of their mentors although I am not that much older than some of the members. It is critical to their development into adulthood the help them by setting an example as well as supporting them through the good and bad things that each member may face. In a world that has a constant stimulus what it means to be a young woman in our society, it is critically important to help young people learn and grow into themselves by providing an example of what it looks like to be an individual.

I.O.R.G. has seven major teachings, the one that is most stressed within the organization is Service, or to put it simply helping others. In turn by helping these girls anyway that I can even if it is just being part of a strong support system for each girl as well as supporting the various service projects that each girl runs when she has her turn at leading. Many of these projects are simple, such as fundraising for a charity that is important to the individual, collecting items to donate to a local shelter, or sending care packages to deployed soldiers.

The group of young woman who I am involved with to help them often do not realize how much they truly help others including those that are there to help them. Sometimes helping

someone may be such a simple act that can change an individual's disposition or even their lives. A can drive may not seem like much to the people donating a few canned goods, but that help bands together and creates something much bigger, it can mean that a struggling family doesn't have to make the hard decision of paying the electric bill or having enough for the whole family to eat. Even the simplest acts of helping others can develop a town into a community, has the potential to ease the desperation of some situations, and can cultivate the love and kindness that is cultivated when people help one another.



This competition honors a true supporter of the Eta Delta Chapter who took a very special interest in Alpha Beta Gammas by being their greatest cheerleader and supporter. The mother of adviser Nancy Rocky, Ester Cross-Carter attended chapter meetings and events and was proud of her affiliation with Alpha Beta Gamma. She was the wind beneath the wings of the Eta Delta Chapter.

Winner of the **Nathan Ansell Memorial Award**

Note: Due to space limitations, the following pages contain excerpts from the full business plan as submitted for competition

NOYES BUILDING AND REMODELING

By Cheryl Adams-Noyes, Beta Omicron

Executive Summary

Who We Are

Noyes Building and Remodeling, LLC is a general contracting business jointly owned and operated by Michael Noyes and his son Adam Noyes located in the city of Newburyport, on the Massachusetts north shore.

What We Sell

As a family owned and operated business, we take pride in our workmanship and our family values, providing high quality craftsmanship and superior customer service with attention to our customers wants and needs in an efficient, timely manner. Whether you're interested in new construction, a kitchen or bath remodel, roofing, siding, decks or a "Baby Boomer" renovation to keep you in your home longer, our "one call does it all" approach provides convenience and reduced stress for our customers.

The core of our business is based on honesty, integrity, solid work ethic, high quality craftsmanship and over 30 years of experience in the building industry. When you involve yourself with our company you can trust this is what you will get.

Thank you for taking the time to review our business plan and for your interest in our company.

Operations Summary

Vision

Noyes Building and Remodeling is a family owned and operated general contracting business recognized and respected by the community as the "Contractor of Choice" for providing efficient, high quality, creative construction services with a "one call does it all" standard.

Goals

Establish a strong, sustainable business organization with necessary skilled personnel with a reputation for high quality craftsmanship and work ethic.

Secure bank of investors for financial backing of multiple projects.

Identify and establish strong working relationships with high quality subcontractors and suppliers in area.

Develop a marketing strategy to include website design targeting prospective home buyers, small businesses, home owners with remodeling projects and "baby boomer" rehab/redesign projects.

Create growth large enough to support salary and benefits to employees, including health insurance.

Mission

Our mission is to provide the highest value to our customers through superior, comprehensive construction services and craftsmanship. Cultivating a team approach with subcontractors and suppliers, all of our projects' building needs are coordinated, making for a pleasurable client experience supporting our "one call does it all" trademark, building strong client relationships for today and the future. We pride ourselves in our ability to listen to our client's wants and needs and to identify creative solutions to deliver their vision. Whether it be a new home or office, a new kitchen or bath, an addition, or a home redesign for baby boomers to remain in the family home, we are here assisting clients make their dreams come true.

Objectives

Open accounts with 3 building suppliers/lumber yards.

Investigate and establish a relationship with at least 2 local plumbers

Investigate and establish a relationship with at least 2 local electricians

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Develop a company website during the first quarter.

Purchase computer software for kitchen and bath design.

Collaborate with 1 local architect within the first six months.

Have a sufficient project schedule to financially support hiring 1 laborer by the third quarter.

Develop a website marketing campaign targeting roofing, siding and outdoor deck projects for spring, summer and fall

Investigate and develop a basic home repair class to be offered at both fall/winter and spring/summer Adult Ed.

Engage public at Fall/Winter Adult Ed Evening Classes offering basic home repair to increase visibility in community and promote fall and winter home remodeling projects.

Engage public at Spring/Summer Adult Ed Evening Classes offering basic home repair to increase visibility in community and promote spring & summer outdoor projects ie. roofing, siding, decks and additions.

Keys to Success

Experienced, licensed Construction Supervisor (s) and Carpenter (s) with knowledge of state and local building codes and OSHA standards (to include onsite manuals) providing high quality craftsmanship and efficient service.

Sufficient Start Up Capital and High Credit Limit Accounts at local lumberyards, trade centers and home improvement stores to support material, tool and equipment needs.

A wide variety of trade tools and safety equipment to include power tools, ladders, staging, generators etc. as well as company truck(s) and trailers for transporting equipment, tools, stock and crew.

Knowledgeable support/office staff to provide tight payroll, inventory and stock control in addition to high quality, courteous customer service.

Strong marketing/advertising to include internet, website, prominent job site and truck signage, printed hats, t-shirts and jackets, busi-

ness cards. adult education classes for home repair and local promotional flyers.

Company

Company Overview

Noyes Building and Remodeling, LLC (Limited Liability Corporation) is a family owned and operated general contracting business jointly owned by Michael Noyes and his son Adam Noyes. Together, they represent 40+ years of solid building experience in both residential and commercial construction.

Company History

Management Team

Michael Noyes has been in the building trade for over 40 years and holds a Construction Supervisor License; a Home Improvement Contractor (HIC) license and a Certificate in Lead Paint Removal. During his career he was employed by one company for over 30 years as a working Construction Supervisor/Project Manager on both commercial and residential real estate projects and provides property management for two apartment buildings. He is highly skilled in all areas of the construction trade from site work to finish and has exceptional working knowledge in the areas of plumbing, heating and electrical needs making him extremely valuable in project planning and execution.

Adam Noyes has been working under his father's tutelage on projects his entire life and attended Southern Maine Community College for Construction Management. He has a Home Improvement Contractor (HIC) license, is OSHA certified and has 10 years experience in both commercial and residential projects. He has worked for several private contractors in the area including a subcontractor for "This Old House" working on numerous high end specialty projects including one filmed for the TV series in Essex, MA. He is well versed in all areas of the construction trade and has been working on his own providing high quality, efficient service as a subcontractor since 2014.

Cheryl Adams-Noyes is the Office Manager/Design Consultant providing administrative support, materials management and design con-

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sultation. She has been actively involved in new construction and rehab projects with her husband over the past 30+ years and specializes in floor layout and kitchen / bath designs tapping into her early studies in engineering. She has a very strong background in providing superior customer service having worked for 13 years as a top performer in the direct sales industry and honed her business skills as the Executive Director of an Independent Physician Association for 10 years.

Daniel Noyes, yet another member of the Noyes clan, will provide website design and support for the LLC. Daniel will be receiving his Bachelor's degree in Game Design and Development with a minor in Game Programming from Daniel Webster College later this year.

Products and Services

Noyes Building and Remodeling LLC provides full residential and commercial "building/carpentry services" to their customers in the areas of:

1. New Construction - Frame to Finish
2. Renovation/Rehab Construction
3. Kitchen and Bath Remodeling
4. Roofing & Siding
5. New/Replacement Window & Door Installation
6. "Baby Boomer Renovations" – Giving people the opportunity to live in their homes longer.
7. Floor layout and Kitchen/Bathroom design services

Noyes Building and Remodeling LLC also provides full "Construction Management Services" overseeing the entire construction project from site work to finish, coordinating all subcontractors necessary to complete the project to adhere to our "one call does it all" approach. High quality, superior craftsmanship and exceptional customer service are our trademark.

Competitors

There is always a lot of competition in the building trade because just about anyone can pick up a hammer and call themselves a carpenter. The pricing may be low and enticing, but the product will more than likely be disappointing. That is why

if you ask anyone they will tell you it is difficult to find a "good" carpenter. And when you do find one, it's nearly impossible to hire him because he's so busy.

Larger, more established construction companies with solid reputations tend to focus on larger, more expensive projects with their signage dominating new construction or large commercial renovations. These larger companies do not focus on small additions and remodeling projects.

While there certainly are many skilled sole proprietorships and small businesses in the building trade to choose from, the demand for skilled, knowledgeable, honest tradesmen outweighs the competition by far.

Target Market

Market Overview

Noyes Building and Remodeling provides licensed general contracting/project management and carpentry services catering to both residential and commercial construction. Our customer base will include first time home buyers, current home owners and small commercial establishments looking to remodel their existing homes/offices/buildings and those interested in purchasing/ building new homes or new commercial construction.

Due to the new HERS rating requirements, new construction has become more costly giving way to higher demand for smaller remodeling projects such as kitchens, bathrooms, decks, siding, roofing, replacement windows and finish carpentry needs which fit well with our small family business model. Renovating a home has become more financially accessible with lower interest rates and more attractive to a larger population, both young and old, and supports our special interest in "Baby Boomer" renovations. With the majority of the "Boomer" population at retirement age, more opportunities exist to provide renovation services to help keep them in their family homes.

Families are remaining intact longer and in some instances growing. With the cost of student loans sky rocketing, it is common for college

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graduates to remain home for a much longer period of time and renovations to accommodate more adults living in homes is increasing. Even elderly family members are making their way to their children's homes rather than nursing homes. In law apartments are on the rise. With the pick up in the economy, more and more young families are taking on renovation of the older, larger family homes which will allow for multiple projects in one home over several years. We are in an old, well established area that values its roots and architecture, where bringing properties back to life is more of a joy than a chore. All of these together create high demand for skilled, knowledgeable tradesmen. The market is vast, the demand is high and essentially includes all segments of the population. This is a very good time for the building industry.

Market Needs

The high demand for skilled tradesman in the area is fertile ground for establishing our business as a full time participant in the local building landscape helping to meet the market's needs. Noyes Building and Remodeling is a small family owned and operated general contracting business, licensed and insured, providing general contracting/project management and carpentry services to the area with over 40 years of experience in the construction industry catering to both residential and commercial construction. High quality, superior craftsmanship, exceptional customer service and assisting our customers meet their needs and goals through creative planning are our trademark. Our

interests are in remodeling/home improvements such as kitchens, bathrooms, decks, siding, roofing, replacement windows, finish carpentry and creative design solutions, as well as new construction and additions. No job is too small. As a general contracting/project management company we provide a "one call does it all" approach to enhance the customer experience by coordinating subcontractors in all areas of the construction process not provided in-house, reducing construction time and customer stress. From the moment you make that first call 'til the end of the project, you will be speaking directly with one of the owners of the company. Our customers always go right to the top.



This award honors the memory of member Nathan Ancell, founder of Ethan Allen, the nation's leading furniture company.

Thoughts on Personal Development

I want to talk about reading and education. This week, I happened to see one of those "news" stories where the reporter interviews ordinary people and asks them about current events. This time, the questions were about identifying people from politics and entertainment. Most people could identify Miley Cyrus and Taylor Swift, but were clueless about the Vice President and political candidates, except for Hilary Clinton.

As always, it was outrageous and silly.

It reminded me of a conversation I once had with a group of High School students. Somehow, we got talking about American Presidents. They all knew Barack Obama and JFK. They vaguely knew that Richard Nixon was evil, but most had no idea about either Teddy or Franklin Roosevelt, and weren't quite sure when Lincoln lived or what happened during his Presidency.

As a student of history, it made me very sad.

Obviously, there is far more to education and personal development than history. There are languages and architecture. There are music and art, technology and travel to be considered. There are the skills associated with cooking, parenting and investing. Personal Development covers a multitude of interests and topics.

Even the topic of Personal Development is, in itself, an interesting topic. In the eighteenth century, personal development was mostly concerned with personal virtue. Ben Franklin had thirteen virtues which he studied in sequence, over and over, throughout his life. He would focus on Thrift or Honesty for an entire week, then move on to the next virtue for a week, thus spending four weeks every year on each of his thirteen virtues.

In the nineteenth century, the focus of personal development gradually came to focus on education more broadly. An educated person was expected to read both Greek and Latin, and to be familiar with the Great Books and philosophy. Every emigrant, even settlers on the Frontier (in the U.S.), wanted their children to be literate and understand American history.

In the twentieth century, personal develop-

ment was all about financial success, power and influence. Dale Carnegie's "How to Win Friends and Influence People" was one of the best-selling books of the century, along with Napoleon Hill's "Think and Grow Rich." Everyone who wanted to become someone read the books or listened to audio programs to get ahead.

Today, our options include all of the above, plus endless additions. For many of us, however, personal development has been reduced to mastering our phones and gathering friends on Facebook. There is nothing wrong with mastering these forms of communication! But we have so many more options!

We can focus on our personal virtues, on history or art. We can learn languages, either online or by visiting other countries and cultures. We can practice a martial art or paint. We can furnish our homes with our own woodworking projects, or develop our culinary skills. We can learn to ski or sail, or skateboard, scuba dive or scale mountains.

But too often, we do our work (often to the point of exhaustion), then we run errands and watch TV. And personally, I nap.

To me, this does not seem to represent the height of human potential! Whatever interests or excites you, explore it! Practice being a "beginner" or an "amateur" (in the classic sense), who learns and grows, stretches and masters new things for the sheer joy of it. Read! Turn from the sitcoms to real news, documentaries, histories and travelogues. Learn to invest both your time and your money--it will pay enormous profits and make your life richer in the bargain. Personal development is a never-ending process that will make you a better, happier person.

Get good at learning.

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Painful Puns!



*A bicycle can't stand on its own because
it is two-tired.*

*What's the definition of a will? (It's a
dead giveaway).*

*Time flies like an arrow. Fruit flies like a
banana.*

A backwards poet writes inverse.

Acupuncture is a jab well done.

*She had a boyfriend with a wooden leg,
but broke it off.*

*A chicken crossing the road is poultry in
motion.*

*If you don't pay your exorcist you get
repossessed.*

*With her marriage she got a new name
and a dress.*

Santa's helpers are subordinate clauses.

*When a clock is hungry, it goes back four
seconds.*

*The man who fell into an upholstery ma-
chine is fully recovered.*

*You feel stuck with your debt if you can't
budge it.*

*Local Area Network in Australia: the
LAN down under.*

Quotes to Live By

**"Picture in your mind a sense of personal
destiny."**

-- Wayne Oates

**"Better than a thousand useless words is
one single word
that gives peace."**

-- The Buddha

**"Courage is doing what you are afraid to
do. There can be
no courage without fear."**

-- P. Hayes

**"Every man dies. Not every man truly
lives."**

-- Braveheart

**"Rivers know this: There is no hurry, we
shall get there
some day."**

-- Winnie the Pooh

**"We would worry less about what others
think of us if we
realized how seldom they do."**

-- Ethel Barrett

**"The worst sin - perhaps the only sin - pas-
sion can commit,
is to be joyless."**

-- Dorothy Sayers

"Fun is about as good a habit as there is."

-- Jimmy Buffett

Winner of the Don Christesen Memorial Essay

Work For Yourself – Don't Have a Boss

By Laura A. Blackman, Kappa Beta

My name is Laura A. Blackman. I am enrolled in SUNY Broome's Homeland Security degree program. I have spent the last 30 years in government contracting and after the last contract I was on, failed to be renewed by the current administration, I was laid off. At that point I decided to change gears, finish my degree and get involved in a field I have felt very strongly about, for over a decade.

Throughout the winter of 2014 and the spring and summer of 2015, I successfully completed 22 self-study classes on the Department of Homeland Security's Emergency Management Institute's website. The classes ranged from instruction on how to deal with an active shooter situation in the work place to critical infrastructure protection and our nation's National Infrastructure Protection Plan (NIPP). I realized that there may be a need for an entity whose mission is to help improve the security of small to medium sized business. That is when the vision of my company, Incipit Solutions, began to materialize. Incipit – Latin for "It Begins"! So, I signed up for a 6 week class with Broome County New York's Small Business Development Center and learned the basics of setting up a small business.

Realizing how critical the mission was, which I was about to undertake, I wanted to show more than just the desire and passion for it. I wanted the credentials of a degree. I wanted to be able to walk in, fully educated and trained

and able to sell myself and my idea to my potential clients. So, at 53 I am finishing my freshman year at SUNY Broome, I am on the President's list with a 3.5 GPA and a new member of Alpha Beta Gamma.

The problem that my proposed company will help alleviate is; unsecure, outdated, non-existent and/or vulnerable security systems on the computers running our local businesses and the untrained

and/or unprepared employees working at these businesses. I live in the small town of Montrose Pennsylvania, just over the New State border. Some of the businesses I am referring to are critical to our very existence, such as the local water reclamation and sewage plants, the natural gas pumping stations and gas wells that pepper the countryside of Susquehanna County, the county court house and records departments, the tax preparers' offices, and the lawyers and financial advisers officers lining Public Avenue. Most of these businesses are operating on aging systems that could be a liability to their customers. Imagine for a minute,

the computers in one of those places of business being hacked. Or someone sabotaging one of the natural gas wells we have throughout the county.

According to our Nation's National Infrastructure Protection Plan or NIPP, "Critical infrastructure provides the foundation for the nation's ability to maintain our way of life." Critical infrastructure includes water and waste systems, energy and petroleum, communications, financial services, critical manufacturing, and information



This award was established to honor the entrepreneurial talent of Don Christesen. This essay will consider the topic "Work for Yourself—Don't Have a Boss". Don Christesen, after earning his MBA at the Stern School of Business NYU, left a promising position at General Foods to establish his own firm.

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technology, just to name a few. These systems represent goods and services that are a part of our every-day life, in America.

Protecting the critical infrastructure of our nation, is key to our security. Enabling small to medium sized businesses to beef up their security, makes us stronger as a nation. Terrorist attacks and natural or manmade disasters could mean tragic and costly losses to life and property.

My company will search, write and secure funding to help local businesses implement or improve their computer system's security. I will accomplish this through a partnership with a non-profit government contractor, whose security solutions will enable these small to medium sized businesses and local government to protect their customers' and citizens' personal information. I will also train their employees to be confident and prepared in situations such as Active Shooter situation, knowing when and how to report suspicious behavior, such as someone surveilling a property, buying odd items at a hardware store which seem out of place, or strange and dangerous behavior from a co-worker.

In closing I want to say that this opportunity to not only work for myself, but to accomplish something as rewarding as preparing my surrounding community's businesses for unexpected emergency events and helping them to improve their security systems, is a dream that I intend to realize. I am determined to see Incipit Solutions become a reality.



13 Things Your Dog Can Teach You



When loved ones come home, always run to greet them

Allow the experience of fresh air and the wind in your face to be pure joy

Let others know when they've invaded your territory

Take naps, then stretch before rising

On a hot day, drink lots of water and lay under a shady tree

When you're happy, dance around and wag your entire body

No matter how often you're scolded, don't buy into the guilt thing and pout.... run right back and make friends

Delight in the simple joy of a long walk

Eat with gusto and enthusiasm. Stop when you've had enough

Be loyal

Never pretend to be something you're not

If what you want lies buried, dig until you find it.

CHAPTER Spotlight: Chi Zeta

Members of the Alpha Beta Gamma, Chi Zeta Chapter presentation team, from Athens Technical College, Athens, Georgia, were recently invited to give a review of their chapter projects for the Technical College System of Georgia (TCSG) State-wide Leadership Conference, at the Grand Hyatt Buckhead, in Atlanta. They also had a chance to speak personally to conference attendees at the ABG booth to further explain their mission of community service. Team members were: Jennifer Palmer (past President), Teresa Crandall (Vice President), Arthur Kuhn (President), and John Haley (Faculty Adviser). The presentation discussed Chi Zeta Chapter's service projects completed over the past couple of years. Their projects had an impact on lives of individuals on their campus and in the local community, as well as having a national and world-wide impact. Here is a quote from the presentation: "There is no better way to promote the mission of Alpha Beta Gamma than to be of service to as many organizations as we can." Congratulations to the members of the Chi Zeta Chapter for their tireless efforts in service to others.

The following is a brief outline of the many service projects and activities showcased in the presentation:

Campus

- "Owl's Nest" – During the first few days of each semester, tents are set up at various locations on campus where ABG members and other current students could help new students find their way around campus and answer common "how-to" questions.

- Toner and ink cartridge recycling – used cartridges are collected on campus and delivered monthly to a local Cartridge World business. The cartridges are either refilled and reused or properly disposed of. This environment friendly project ensures used cartridges

- Campus beautification - Flowers and greenery have been planted around the Business and Technology Building patio area and are maintained by chapter members in order to provide a relaxing outdoor atmosphere for students. Also, the chapter has purchased patio umbrellas for the patio tables.

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WE WANT YOUR NEWS!

**Has your chapter done something that makes you proud?
Share yours news with Alpha Beta Gammans and inspire
other chapters to do amazing things!**

Local Community

- Outstanding Workforce Leadership (OWL) Awards – Chapter members assist the college’s annual event to recognize local business leaders who have provided guidance to instructional programs.

- Winter Coat Collection – In December chapter members collect new and gently worn coats, scarves, and socks and deliver them to a local battered women’s shelter and area homeless shelters.

- Habitat for Humanity – Chapter members have volunteered numerous hours of their time to help a local Habitat organization with various stages of home construction - built and erected interior walls in one house and painted the interior walls of an almost complete house.

- Northeast Georgia Food Bank - Members sorted donated food for better distribution and prepared bags of food for the Food Bank’s “Food to Kids” program. They also raised money to donate to the food bank’s fundraising event “The Hunger Bowl”.

- Royal Family Kids - Chapter members raised money for this organization, as they provide camps and yearlong activities for the abused and neglected kids in foster care. \$500 was donated to two Atlanta area camps to assist them in their expenses providing care for these kids.

- Books for Keeps – Members conducted several book collection drives for a local charity to provide books to children of low income families to provide reading material over the summer months, to help prevent “summer slide”.

National

- American Cancer Society “Relay for Life” – Each spring Chapter members lead the college in participating in this event that raises funds for cancer research. They sell snacks and drinks at the event, as well as other fundraising – average \$500 per year in donations.

- American Heart Association “Heart Walk” – Each fall Chapter members raise money for this event and participate in the 5K walk to help to fund research to reduce the effects of

cardiovascular diseases and stroke – average \$250 per year in donations.

- “Be the Match” – Organized a donor registry drive for the National Bone Marrow Registry Program to find individuals willing to be a bone marrow donor. The event was able to register 41 people as potential bone marrow donors.

World-wide

- Operation Christmas Child - members collect items as Christmas gifts to needy children around the world through the Samaritan’s Purse organization.

- Project Frontlines - members collect items like games, snacks, and toiletries, donated by students and staff on campus, and send them to military units overseas, in remote locations, in time for Christmas.

- Soles for Souls - Every spring, chapter members conduct a shoe collection drive. Soles-4Soles have taken shoes to places like Haiti, Costa Rica, Jamaica, as well as various locations in the United States. Also the chapter raised money in support of this organization.

- Clothes for Souls – to support the Soles-4Soles co-project, members collected new and gently worn clean clothes for distribution along with the shoes. Over 1000 pairs of shoes and over 1200 items of clothing have been donated through these projects.



Positive Addictions

I saw a biography of George Bush, the Elder (President 41, as he's often called) this week. I was reminded that he jumped out of an airplane to celebrate his 85th birthday. And then, five years later, he did it again to celebrate his 90th birthday! I thought that was remarkable and appreciated that he did it to remind all of us to stay active and keep doing new and interesting things. I took it as a personal challenge to wonder what I might try in the next five years. How about you?

What will you achieve, learn, start (or stop) in the next five years? How many perfectly good airplanes will you jump out of?

There's an old quote that, "five years from now you'll be exactly who you are, and where you are, except for the people you meet and the books you read." I always like to add that there are more ways to grow and change, but the point is well taken. Getting older is automatic; growth is a choice.

Many years ago, William Glasser wrote a wonderful little book called, "Positive Addiction." Glasser has written many books and my impression is that this one sold fewer copies than his others, and that's a shame. There are many wonderful "positive addictions."

Glasser talked about being addicted to exercise and fitness, or to the joys of relationships and creativity. I want to propose that personal development fits in that category. It's a good thing and like most addictions, it begins with a few clumsy or uncomfortable experiences, and gradually becomes a core part of who we are.

Why not choose to be addicted to positive things? I know people who are positively addicted to saving and investment. They get a thrill from adding to their savings account every paycheck. They watch their investment balances go up and up. To relax on Saturdays, they look at investment properties or read annual reports, looking for the

next opportunity.

Now, obviously, any positive addiction can go over-the-top and become a destructive obsession. Many years ago I loved running to the point that I gave myself a stress fracture--broke my leg--from running through pain! That was not good!

But here are some positive addictions I encourage you to consider:

1. Reading. Books open the world to us. Through books we get to know the most famous, creative, powerful and interesting people who ever lived. We can travel to other galaxies, expose ourselves to the past, and the future. We can experience other cultures and learn skills. We can "try on" ideas—and lives—we will never experience any other way. Read!

2. Exercise. I'm talking about fitness and health and movement and fun, not Olympic championships. For most of us, exercise is about play and being alive.

It's about tennis or golf with friends, or basketball with our kids. It's about climbing a mountain or a bike ride on a Saturday morning. Exercise may add years to our lives; it definitely adds life to our years.

3. Ponder. Long ago a philosopher said, "the unobserved life is not worth living." I'm not sure I would go that far, but taking time to observe, to wonder, to contemplate and take notes definitely makes things better. Keep a journal. Pray or meditate. Enjoy moments of solitude, or respectfully debate the important things of life with a trusted companion. A great life doesn't happen by accident. It's the result of the careful, thoughtful choices we make.

4. Save money. Brian Tracy once said that "if you cannot save money, greatness is not in you." Again, that might be a bit extreme, but money is a representation of our lives. It's the result of the

“Getting older is automatic; growth is a choice.”

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Winner of the **Marc Napolitano Memorial Award**

The Use of Film and the Media to Foster Corporate Growth

By Jessica Tanner, Beta Tau

Whether strolling down a sunny sidewalk or mindlessly meandering through a Facebook feed, the onslaught of advertising never fails to remain continuous and targeted. Despite best efforts even the keenest consumers fall captive to the catchy melodies and witty catch phrases. In a society captivated by the all-consuming and ever present media, a company's use of novel iterations of vetted marketing strategies can make or break the effectiveness of marketing campaigns. This marketing proficiency stands as a proxy to overall brand growth. Film and media, in particular, pose a powerful stance in building a company's product and growth by forming strong correlations between elements of everyday life with a product.

Coca-Cola has reduced the art of relating a brand with an emotion to a discrete science. They are renowned for their "feel-good" commercials inspiring the message that Coke will grant target consumer pure ecstasy. One commercial that has resonated with the consumer market is when Coca-Cola uses the song "Rather Be" by Clean Bandit. When the movie-theater run variant was presented before me, personally, I lost sight entirely of what detriments to my health sit menacingly in that waxy-paper cup. I wanted a Coke because the presentation played off of the ingrained mental correlation with happiness. After years of exposure to the marketing plan I automatically related having a Coke with happiness. When everyone has an urgency to buy a coke, revenue increases for Coca-Cola expanding their company and as

a tertiary their potential. With little modifications like language and colors a company can reach out to the world spreading their intended message. With minimal adjustments an abundance of consumers can be exposed to an ad campaign that will, if done correctly like Coca-Cola, promote a strong positive mental brand relationship.



Celebrating the life of Marc Napolitano, friends of the family have established the Marc Napolitano Memorial Essay Competition.

Advertisement can be a substantial determinant of a company's growth, but that does not come without investment into research on the firm's side. Psychology, in particular, studies the cognitive patterns of the human brain, and by giving marketers access to this type of visceral understanding their power can be robust and influential. There are three basic styles of learning; auditory, visual and kinesthetic. The film and media department in business leverage these learning strategies to sell messages, themes and brands to consumers. Companies partition a dedicated team to undertake the study of psychology in preparation for the most enticing ad for a product. Company's aspire that in exchange the consumers will react by thinking of or craving their product. When I hear the song "Rather Be," a bridge is instantly erected between that tune and the Coca-Cola product. Film and media will amend the consumer's cognitive patterns into relating a song, event, and even color back to their brand so the advertised company has a higher chance of the consumer choosing their product over their competition.

Film and media cannot guarantee that a company will have increased revenue, it isn't nearly as binary as that. However, proper use of film and media will influence positive stimulations in growth.

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Commercials spike demand for a product, and could potentially increase the company's prices to earn a bigger profit. As a company acquires more profit it is then allotted the power to invest back into itself. As the cyclical process continues it gives a business more marketplace power every iteration. While it is theoretically possible to build a strong brand without leveraging the power of film and media marketing, the potential bolstered by the arena cannot be ignored.



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work and skill and contribution we make in the world. Saving creates opportunities and opens doors. It's insurance against misfortune and a source of self-respect. An addiction to saving definitely beats an addiction to spending!

5. Be curious. One of the most important traits of high achievers is that they are eager for new ideas and new skills. They are always "beginners" in at least one important area of life—willing to be clumsy or make mistakes while they learn new things. I'll go so far as to say if you aren't willing to be a clumsy beginner, you are refusing to grow and that's a terrible thing. Try stuff!

You don't have to jump out of airplanes to develop a positive addiction to personal growth! Practice your addiction to exploring your life and becoming all that you can be. Whatever calls you, explore it! Jim Rohn observed that the vital importance of goals is not what we get from achieving them, but what we become in the process. Choose your addictions wisely, then invest in them and see where they take you.

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We would like to share in your accomplishments!



Please submit any news you have of your personal achievements—Did you recently get married? Have a new baby? Graduate? Get a new job? Get a promotion on your current job? Let us know so we can share your good news! Send your "brags" to gaye.andersen@abg.org for publication in the next edition.

Winner of the **Keith Ulich Memorial Award**

Living Life To Its Fullest

By Nicholas F Candage, Beta Omicron

My favorite quote that describes this topic clearly is by Oscar Wilde “To live is the rarest thing in the world. Most people just exist.” It covers a wide range of people and communities and people of all classes and social statuses. It is telling us that even though we are here right now and can see things and breathe does not mean we are living life. We are merely just being existent. I don’t, and hope to never, just exist. I am here to live for however long I have to do so.

Education is a wonderful thing but you need to also live a life of joy, adventure, and mystery. Some people I know have spent over six years in higher education, which is great, but it takes away valuable time from other things. To me, living life is becoming educated and using your education to learn and educate others and even yourself. It means traveling to other countries and seeing the world in its true colors, which are not always rosy. Great depression and sorrow exists but it creates a balance in the word which lets us truly understand what living is. Sitting at a desk all day or desperately searching for some way to get high isn’t living it is just being here and being absorbed in yourself and the tasks at hand. I don’t dislike going to work and school because I am lazy, it is because I want to fast-forward through these times and be in somewhere like Peru helping people who are underprivileged or scuba diving deep below the surface to search for new life. Being the guy in the back of classroom who just watches it all go by is just turning into dust. Those people who just follow the crowd they are not living life they are letting it slip through their hands.

Through the use of your actions you can enrich your own life and the lives of others. You can do this in many ways large and small, everyday, everywhere. It could be helping someone through a problem, working towards curing cancer or merely just participating in a discussion in your

classroom. Putting your thoughts, feelings, and presence into the world is something that you and only you can do. Other people can not read your thoughts or speak for you.

It is your job to go into the world and create something amazing, impact other peoples lives, and build on the world that we have all around us. If your sitting thinking “I am going to live a mediocre life and hopefully get by alright” your just slowly wilting away. You need to want the gold medal and put the heart and soul into the work to get it for yourself. Set your goals and horizons broad and high and push yourself past your fears to get to the places that the other people only dreamed of getting too. People around you have raised you and educated you, they’ve brought you to the foot of a mountain, It is your job to make it to the top.



This essay competition which involves writing about the concept of Living Life to Its Fullest honors the life and practices of Keith Ulich, A.S., B.S., M.B.A , former vice president of the Delta chapter of Alpha Beta Gamma at Westchester Community College , and a member of the Board of Advisers of the Alpha Beta Gamma National Finance Committee.

Winner of the **Steve Perri Memorial Essay Award**

Pros and Cons of Being an Entrepreneur
By Abdulhakeem Usman, Gamma

“If you’re not a risk taker, you should get the hell out of business.” These words as said by Ray Kroc, if anything defines what the conception of being an entrepreneur denotes. Many individuals ruminate about becoming their own authoritative figures, making their own decisions and controlling authoritatively. If you dislike the idea of spending years working your way up a corporate hierarchy, you might want to consider starting your own business. Rather than being at someone else’s beck and call, you can be your own leader. As an entrepreneur, you can shape your own vision of prosperity. These attributes might seem tempting however, they do come with certain disadvantages. This is the reason why a few individuals do not become prosperous entrepreneur as everyone is not eligible to be one. Analyzing the pros and cons of being an entrepreneur should be the first step in deciding if you yearn to dabble in the entrepreneurship sector.

The notion of controlling your business is probably the most satiating factors for entrepreneurs. Being your own boss provides you with the faculty to make decisions on behalf of the company. You set the rules, change the rules, and also enforce them. Another major benefit is the freedom and flexibility to set your own hours and work from a location of your cull. You get to make business decisions at your own convenience. Entrepreneurs can schedule their work hours around other commitments and possess the capability to work whenever they want, wherever they want. Let’s not forget the sense of accomplishment that ensues with establishing your own business. Building a company from the ground up can lead to an incredible sense of accomplishment, especially when it turns into a prosperous venture.

Perhaps one of the perils of starting your own business is the possibility of failure. There

is no assurance of prosperity. Many entrepreneurs start companies with the best of intentions, only for them to fall apart in the end. They culminate losses rather than profits, which jeopardizes the future of the company, leaving them with much regret. Also, as an entrepreneur, you are not ensured a conventional salary. If business decelerates, your personal income can be in jeopardy. The work schedule of an entrepreneur can be hectic and stressful. A major disadvantage to being an entrepreneur is that it requires more work and longer hours than being an employee. You have to be your own staff unless your venture grows and expands.

It is vital for wannabe entrepreneurs to consider what their strengths and weakness are. If you relish taking risks and are self-incentivized, disciplined and resilient, becoming an entrepreneur might be a great cull. However, if you value structure and stability, and you are not an avid risk taker, it is best advisable to shy away from being an entrepreneur. In order to prosper as an entrepreneur, you must be able to handle risk and stay resilient in the face of failure and disappointment. Ineluctably, things will go erroneous, and you will make mistakes along the way. You must learn from your mistakes, and continue to stay optimistic.



Steve Perri was a Chapter Vice President and President of a Roofing Company which he formed. An unfortunate work-related accident took Steve's life. This award was funded by family and friends.

A Story for Our Time

An unemployed man goes to apply for a job with Microsoft as a janitor. The manager arranges for him to take an aptitude test. After the test, the manager says, “You will be employed just above minimum wage, \$10.15 an hour. Let me have your e-mail address, so that I can send you a form to complete and tell you where to report for work on your first day.”

Taken aback, the man protests that he has neither a computer nor an e-mail address. To this the MS manager replies, “Well, then, that means that you virtually don’t exist and can hardly expect to be employed.”

Stunned, the man leaves. Not knowing where to turn and having only \$10 in his wallet, he decides to buy a flat of tomatoes at the supermarket. In less than two hours, he sells all the tomatoes individually at 100 percent profit. Repeating the process several times more that day, he ends up with almost \$100 before going to sleep that night.

And thus it dawns on him that he could quite easily make a living selling tomatoes. Getting up early every day and going to bed late, he multiplies his profits quickly. After a short time he acquires a cart to transport several dozen boxes of tomatoes, only to have to trade it in so that he can buy a small truck to support his growing business. By the end of the second year, he is the owner of a fleet of trucks and manages a staff of 100 formerly unemployed people, all selling tomatoes.

Planning for the future of his wife and children, he decides to buy life insurance. Consulting an insurance adviser, he picks a plan to fit his new circumstances. At the end of the conversation, the adviser asks him for his e-mail address in order to send the final documents electronically. When the man replies that he has no e-mail, the adviser is stunned, “You don’t have e-mail? How on earth have you managed to amass such wealth without the Internet, e-mail, and e-commerce? Just imagine where you would be now, if you were connected to the Internet from the very start!”

After a moment of thought, the tomato millionaire replied, **“Why, of course! I would be a janitor at Microsoft!”**

Alpha Beta Gamma International Business Honor Society

Eligible Disciplines

Accounting	Electronics Servicing Technology	Marketing Management
Advertising	Environmental Design	Media Arts & Animation
Agricultural Business	Economics	Medical Assisting
Architectural / Design Construction	Entrepreneurship	Medical Secretary
Arts Management	Fashion Design	Mortuary Science
Aviation Management	Fashion Marketing & Management	Motor Vehicle Technology
Baking & Pastry	Fashion Merchandising	Office Technologies
Banking	Finance	Operations Research
Broadcasting, Radio, TV	Fire Science Technology	Paralegal
Business Administration	Game Art & Design	Personnel Administration
Business Economics	Graphic Design Technology	Postal Services Management
Business Journalism	Health Insurance Claims Management	Public Administration
Business Management	Health Information Technology	Public Relations
Business Statistics	Health Services Administration	Range Management
Casino Management	Horticulture Technology	Recreational Management
Civil Construction Technology	Hotel Management	Restaurant Management
Communications	Human Resource Management	Safety and Health Technology
Communication Technology	HVAC	Secretarial Science
Computer Aided Design/Drafting	Industrial Design	Small Business Management
Computer and Electronics Service	Industrial Management	Sport Management
Computer Information Systems	Interior Design	Systems Analyst
Computer Network Technology	International Business	Taxation
Computer Programming	International Studies	Textile Engineering
Conservation & Regulation	International Public Relations	Theatre Management
Construction Mgmt. Technology	Industrial Relations	Trade Management
Culinary Arts	International Public Relations	Transportation Management
Culinary Management	Investments & Securities	Travel & Tourism
Dairy Management	Legal Secretary	Visual & Game Programming
Data Processing	Library Science Assistant	Visual Effects & Motion Graphics
Digital Photography	Management Information Systems	Web Design & Interactive Media
Electrical & Electronics Engineering	Management Science	Wildlife Management
Electrical Technology	Market Research	Word Processing

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- 3.0 or higher out of a possible 4.0 (“B” or better) as recorded on their official transcript, or as computed based on 4 years of education, or as computed based on courses completed during the final 2 years of the curriculum; or

- 3.5 or higher out of a possible 4.0 (“B+” or better) based on the average of the required courses completed in the major field or the required courses in the major field completed during the final 2 years of the curriculum.

Grade-point averages are to be rounded to one decimal place. For example, 2.95 will round to 3.0 and 2.94 will round to 2.9.

The G.P.A should be credited in a manner that is most beneficial to the applicant. For ex-

ample, applicants may list their G.P.A. as recorded on their final transcript.

- Election to membership in a national scholastic honor society -- Applicants can be considered eligible based on membership in one of the national scholastic honor societies listed below. These honor societies are listed by the Association of College Honor Societies. Agencies considering eligibility based on any society not included in the following list must ensure that the honor society meets the minimum requirements of the Association of College Honor Societies. Membership in a freshman honor society cannot be used to meet the requirements of this provision.