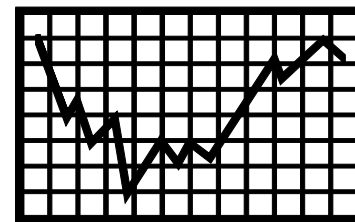


# Business Facts



## Horizons in Business slated this month

The School of Business will host the 29th annual Horizons in Business seminar on the Chowan University campus on Friday, October 26. Business and marketing teachers in area high schools and their students will participate in the half-day event.

The seminar consists of a general session in Turner Auditorium followed by three series of concurrent group sessions. Mr. Kemper Baker, retired Vice President of the Federal Reserve Bank of Virginia and Chowan University Distinguished Alumni, will address the general session on the topic, "Preparing for a Constantly Changing World." He will identify and describe ways the market place is changing and how it will affect the workplace.

Chowan University faculty and staff and community resource persons will conduct the concurrent sessions. Topics to be presented are "Communication Styles: What's Your Type" by Patsy Taylor, "A CPA says, 'Mind Your Own Business.'" by Aurora Riel, "How to Establish Credit and Live Within a Budget" by a representative from Bronco Federal Credit Union, "Your Flat World" by Tom Eisenmenger, "Careers in Accounting" by Bucky Glover, "Computer Hacking 101" by Jay Howell, "Cultural Challenges Confronting Global Citizens" by Dr. Gladys DeJesus, "Communicating with Body Language" by Dr. Jane Knight, "Earn Income from Your Dream" by Dr. Marvin Hackett, "Is College in Your Future?" by Chad Holt, and "Accounting . . . Don't Leave College Without It!" by Shannon Williams.

Additional information about the seminar is available from Dr. Andrea Eason, Dean of the School of Business. She can be reached by telephone at (252) 398-6505 or by email at [easona@chowan.edu](mailto:easona@chowan.edu).

## Should You ASK for a Raise?

The answer is yes! Keep in mind that employers want to keep labor costs down so they aren't likely to come to you asking if you'd like a higher salary.

You are going to have to convince your boss that you are worth more than you're earning. Chances are you will have a better chance of earning a raise if you ask for it.

Before you approach your boss, consider the following key points:

- *Do your homework.* Determine how much your position is worth. Visit [www.salary.com](http://www.salary.com) for stats on average income for specific jobs in your area.
- *Pick the right time.* If business is booming, this may very well be the right time. If you've received an award for saving money for the company or were given additional responsibilities, this may be your time. Consider carefully the financial calen-

dar of the corporation: consider when the annual budget is being developed and ask then.

- *Rehearse.* Put your salary research on paper along with your accomplishments. Practice your presentation aloud. Remember, you're selling yourself.
- *Prepare for all reactions.* Ask your boss's support if someone else is to make the decision. If the answer is no, ask for other alternatives like more vacation days or flexible work hours.

When and if you receive the raise, prove that you're worth it by being loyal, staying professional, and creating value. In this way, your supervisor will be glad he or she gave you the raise.

Excerpts from *American Profile*, September 29, 2007

## Business Students Selected for Alpha Chi

Four Business Administration majors were inducted in Alpha Chi on September 30 in Vaughan Auditorium. New members from the School of Business are Laynair E. Holder, junior, Marketing concentration; Amanda L. Pearson, junior, Marketing concentration; Whitney L. Perry, junior, Accounting concentration, and Jenna Wood, junior, Small Business Management and Marketing concentrations.

Alpha Chi is a coeducational academic honor society. Since 1922 its purpose has been to promote academic excellence and exemplary character among college and university students and to honor those who achieve such distinction. The name of the organization is derived from the Greek words meaning truth and character. As a general honor society, Alpha Chi admits to membership students from all academic disciplines. Along with Phi Beta Kappa and Phi Kappa Phi, Alpha Chi is one of the most prestigious and widely recognized honor societies in the nation.

## Trick or Treat?

Members of the Mu Zeta Chapter of Phi Beta Lambda are taking orders for Halloween Trick-or-Treat bags during the month of October. Each bag will contain a variety of goodies – candy, gum, etc. PBL members will provide delivery on campus to designated recipients.

See any PBL member or Patsy Taylor in RMH 331 to place an order. Order forms are also accessible at SYS4 and SYS5, Halloween, Trick-or-Treat. All orders should be placed by Friday, October 26. Proceeds from this fundraiser will benefit Relay for Life. Send someone "bewitching" a Halloween treat. Place your order today!

## Mary Elizabeth Powell -- Student of the Month

What activity in life may help a young lady decide to change her major? How about falling in love with a job? Once Elizabeth began working part-time in the business world, she was so enticed by the positive aspects of her job that she had a change of heart and switched from psychology to Small Business Management. Elizabeth enrolled at Chowan following her graduation from Gates County High School. Now in her junior year at Chowan University, she has been working for four years at Johnson's Gardens in Suffolk.

Elizabeth has been a good student, earning a position on the Dean's list two semesters, while working a flexible schedule during the week and working each Saturday as well as an afternoon shift two to three Sunday's a month. From her attitude about work, one can tell that she has an outstanding work ethic and is the type of employee any employer would be glad to hire.

Johnson's Gardens is a family owned business and Elizabeth has earned the trust and respect of the owners so that she has occasionally been left in charge during their absence. Elizabeth has gained experience already in dealing with employees who don't want to work, and picking up the slack for those who don't show up.

Elizabeth's parents, William and Alex Powell, grandparents and younger brother, J.B., plus many other family members are active in her life. Elizabeth feels that her extended family has made it possible for her to be where she is today. According to her, "Without them I'm not sure where my life would have taken me. They give me support and love and are active in nearly every aspect of my life— school, social, personal, and work."

Elizabeth was a cheerleader in high school and active in FBLA. She is currently a member of Phi Beta Lambda. Even though she loves her job, she puts school at the top

of the list. She plans to graduate in May, 2009. Best wishes to you Elizabeth as you continue to mix the practical with the theoretical aspects of business.

### WHAT AMERICANS EARN

Wages and salaries vary greatly across the United States, from an average of \$184,150 a year for surgeons to \$15,960 for fast food cooks. The mean annual wage of American workers was \$39,190 in 2006, according to the Bureau of Labor Statistics. Below are wage estimates for some other occupations.

Chief Executive	\$144,600
Dentist	\$140,950
Lawyer	\$113,660
Sales Manager	\$102,730
Civil Engineer	\$72,120
Architect	\$69,760
Chemist	\$66,040
Loan Officer	\$61,930
Librarian	\$50,860
Electrician	\$46,620
Social Worker	\$44,950
Clergy	\$43,060
Athletic Trainer	\$38,860
Truck Driver	\$36,320
Computer Operator	\$35,010
Medical assistant	\$27,190
Office Clerk	\$25,200
Security Guard	\$23,620
Cashier	\$17,930

From *American Profile*, September 29, 2007

### October Dates to Remember

- Oct 2 Phi Beta Lambda, 4:30 RMH, Room 306  
12 Fall break begins at conclusion of classes  
12 Mid-term grades due 12 noon  
17 Classes resume, 8:00 a.m.  
22 Advisement week for Spring registration begins  
22- 24 Religious Heritage Lecture  
24 Last Day to drop classes with a W  
29 Pre-Registration for Spring Semester begins  
30 Phi Beta Lambda, 4:30 RMH, Room 306

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